DARK PSYCHOLOGY 202

The Advance Secrets Of Psychological Warfare, Dark NLP, Dark Cognitive Behavioral Therapy, Super Manipulation, Kamikaze Mind Control, Stealth Persuasion And Human Psychology 202

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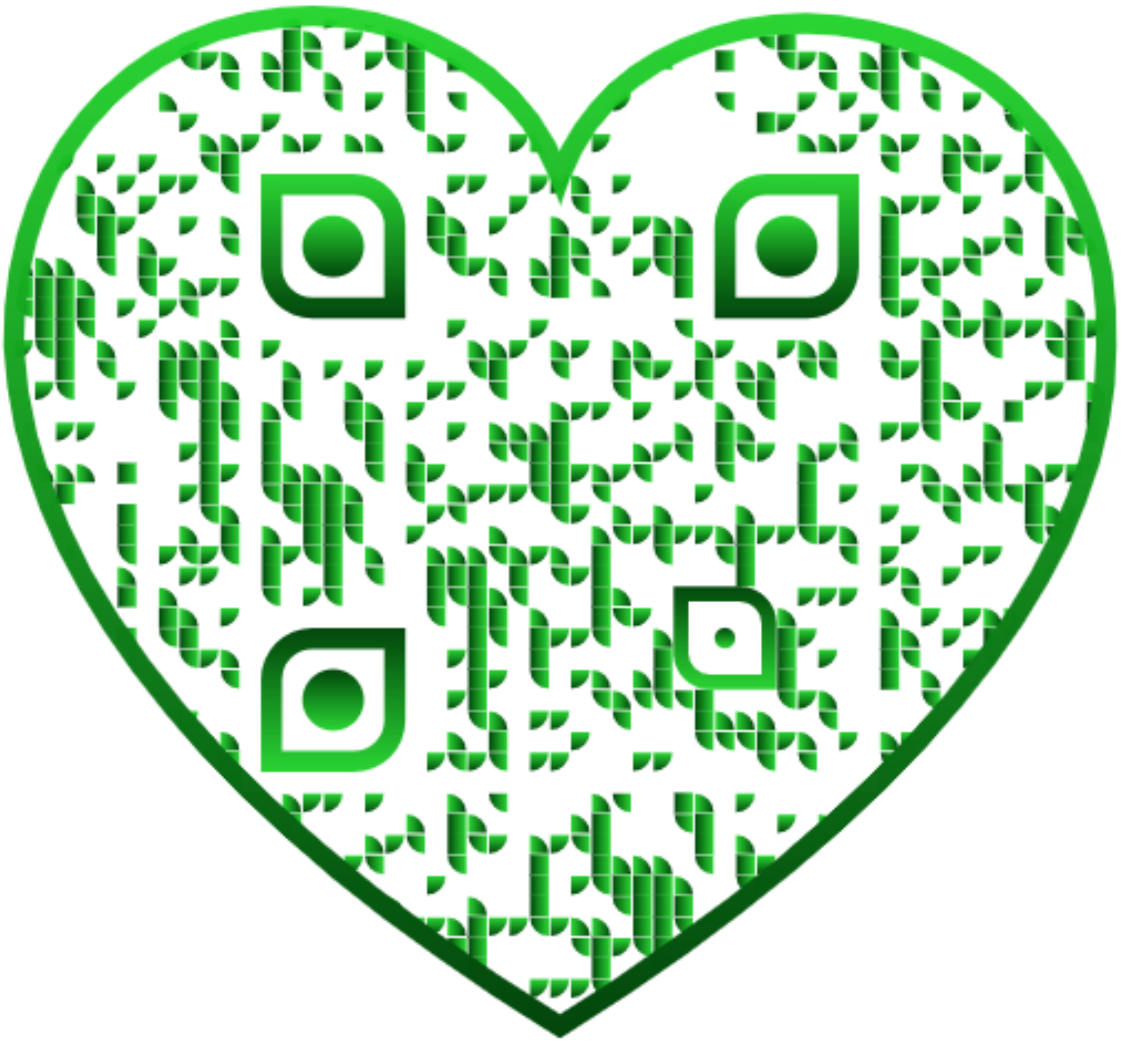

Dark Psychology 202

The Advance Secrets of Psychological Warfare, Dark NLP, Dark Cognitive Behavioral Therapy, Super Manipulation, Kamikaze Mind Control, Stealth Persuasion, and Human Psychology 202

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Introduction

What if I told you that you can get whatever you want in life? You wouldn't believe me, right? But it's true. You do have the power to get what you want. One of the biggest obstacles that stand in your way is other people, right? So in this book, I will show you how to undermine and get around other people with dark psychology.

The term "dark" puts people off. It is generally associated with evil. While the techniques in this book can certainly be used for evil, they are not necessarily evil in and of themselves. It all depends on how you choose to use these super powerful techniques of influence and mind control. The secrets contained in this book are not light; you can use them to gain control over anyone that you want. They are foolproof and very powerful. When you decide to use these methods, you will experience very quick and successful results.

You hold a great deal of power when you learn these methods. You will have access inside the minds of others. Once you gain this access, you will be able to do whatever you want with someone's mind. You can convince someone to believe you when you're lying. You can

get someone to do what you want. You can even shatter someone mentally and emotionally, thus successfully winning a psychological war once and for all.

This book covers some topics that are extremely advanced. Practice makes perfect and it is certainly important to practice these tactics in order to get them right. You don't want to mess up and show someone that you are actively trying to manipulate them. Being covert is key to the success of the skills covered in this book. If you want to learn even more about Dark Psychology, you should read my Amazon best seller Dark Psychology 101 book. You can get familiar with covert manipulation using *Dark Psychology 101* and then jump to these more advanced tactics. However, sometimes you need to run before you walk, so it is perfect if you want to start with the more advanced tactics covered in this book.

First, we will cover secrets of human psychology which very much help you learn how to employ the methods contained in this book. You must understand the inner working of the human mind in order to manipulate it. You can't hope to manipulate people if you don't understand how their minds work. A good manipulator is a home expert in psychology. This book will show you how most people operate and how to use basic human psychology to your advantage.

Next, we will delve into the good stuff. We will talk about how to crush enemies. Psychological warfare is an ancient method of using human psychology to destroy enemies. Psychological warfare is useful to know because it really works. But it is also perfectly legal. You will be able to get away with psychological warfare, whereas using violence could land you in prison.

We will also cover Dark NLP. NLP is a very successful way to make other people like you and do what you want. Dark NLP takes NLP a step further by teaching how to use NLP methods to get people to do bad things for you or to trick people and deceive people easily. Since NLP really works, dark NLP is a surefire way to wage dark psychology on people.

CBT is another thing that we cover. CBT is cognitive behavioral therapy and it is a special favorite of therapists because it works so well. You can use dark CBT to convince people to change their behavior and think against their will. You can mold people into what you want using dark CBT.

We wouldn't be a good dark psychology book if we didn't cover the topics of manipulation and persuasion. Getting what you want in this world is important. Often people will say no to you. But if you

know how to manipulate and persuade, you can easily get people to always say yes.

Mind control is a last resort for dealing with people who won't do what you want. Kamikaze mind control is a great way to get people to bend to your will and become whom you want.

If you want to lie, the number one problem is getting caught. Getting caught in a lie is a terrible way to lose credibility and to damage your relationships. You may even lose loved ones if you are caught lying. Learning how to deceive even a perceptive FBI interrogator will help you avoid ever being detected while lying. We will also teach you how to always cover your tracks so that you can get away with anything that you do.

Getting people to like you is the best way to get a leg up in the world. You won't do well or be successful if people don't like you. You can use a variety of psychological tricks and methods to make people like you. Seduction, making friends, and getting people to trust you are all secrets that you will learn in Chapter 9.

Finally, we'll talk about erecting a good façade. If you want to use dark psychology, you can't be obvious about it. Remember how I said that being covert and discreet is essential? So the final chapter of this

book is dedicated to teaching you how to be very discreet. You need to learn how to create a façade that makes people like you and that hides what you are really up to.

Are you ready to dive in now? By the end of this book, you will be an expert in Dark Psychology 202. You will possess powerful, advanced knowledge about human psychology and how to manipulate people and gain control of their minds. What you choose to do with this information is up to you. But you will certainly gain a lot of power with this knowledge.

Chapter 1: Advanced Human Psychology You Need to Know

In 101, you learned some basic human psychology. Basic human psychology is essential to know. But now we can cover some more advanced aspects of psychology that will help explain how to make the methods outlined in this book work. You must understand the inner workings of the human mind to grasp how to employ dark psychology, especially the more advanced methods contained in 202.

What Motivates People

Manipulation and persuasion are huge topics in this book. Therefore, it is essential to learn what motivates people. When you learn what really motivates people, you gain the knowledge necessary to how to make people feel motivated to do what you want. Motivating others to do what you want is the cornerstone of manipulation and persuasion. Of course we cover how to use manipulation and persuasion in a later chapter, but first we must make it clear how manipulation and persuasion can work. What causes people to want to do things? How can you use this knowledge for your own purposes?

Motivation is not always caused by a single force. It is often a combination of forces that act upon a person, driving them to want to do something. In order to motivate someone, you must make them find an action appealing. You must minimize the perceived discomfort or inconvenience so that a person doesn't think that doing something will create too much bother. At its very core, the process of motivating someone is comprised of both showing someone how they will benefit from doing something and making doing something seem easy. Even if you are asking someone to do something huge, you must make it seem small, like it won't pose a big inconvenience at all. You must make it seem pleasurable or beneficial in some way.

Reward Philosophy

Motivation relies on the fact that humans seek rewards for what they do. People don't do things that offer them no reward of any kind. They want some sort of return for their time, energy, and effort. This is why we go to jobs that we don't exactly enjoy, and tolerate bosses or co-workers who drive us crazy, because we get paid and are able to survive as a result of our effort. We are motivated to work because it provides us with the sustenance that we need to continue to survive in our society.

Ivan Pavlov's work with dogs in 1890s confirms this reward theory. Pavlovian conditioning is now the cornerstone of modern psychology because it shed so much light on what motivates animals, including people. Dogs in Pavlov's work would salivate when he entered the room because they expected a reward of food. They had formed an association between him and food. They were also willing to perform tricks and actions for him when they anticipated a food reward. Subsequent studies with rat and human subjects have proved that this conditioning really works. A reward triggers an action. Sometimes this action is unintentional, or unconditioned. We'll revisit this concept again shortly because unconditioned responses tie into motivating people in covert ways. You can use it to essentially "train" a person to do what you want.

Back to motivation. In order to motivate a person, you must offer them some sort of reward. That reward needs to be something that they really want or need. It must make them want to work for it. Therefore, it is best to know what someone really wants and to promise him that in exchange for what you want. To be covert, you can use conditioning, or you can pretend to "unintentionally" open the doors for someone to get what they want by doing what you want. You don't' have to be obvious about offering someone something that they

want. Instead, make them see by themselves that they can get what they want by pleasing you or doing something for you.

Rewards need to equal the amount of effort that someone perceives they will have to put into something. Make sure to offer something big for big things and something small for small things. It is acceptable to bargain with a person to agree on a reward that they are happy with. If you want to be more covert, it is best to observe the person and figure out what he really wants.

Let's look at an example. Someone in your office wants to be more liked. You observe over time that he strives to win the approval and affection of others. It is clear by his eagerness to talk to people and his nervous laughter whenever someone cracks a joke. But so far, no one really likes him and he's lonely. You can motivate him to do what you want by offering friendship. Make him think that if he does what he wants, he will get "in" with you. By getting in with you, you will talk him up to others. Others will start to like him as a result. So whenever he does what you want, talk with him for a while and tell him that he's a great friend. Invite him to sit with you and other co-workers at lunch and include him in office jokes or activities. He will feel rewarded for pleasing you and will feel motivated to continue doing your bidding.

Another example. You have a teen daughter. She is obsessed with looking good because she wants other people to like her and admire her. However, she never does housework. Instead of demanding her to do chores, which won't motivate her, you can motivate her by promising her that you will take her clothes shopping and let her buy that hot new outfit she wants if she cleans the whole house, top to bottom. She does what you want and you reward her with what she wants. She will be motivated to go above and beyond for you because getting that outfit and looking good to her friends is very important to her.

Here's a little secret. Most people don't require a *huge*, fancy, unique reward to be motivated. You don't have to spend a ton of time and money to make people feel rewarded. Most people actually consider acceptance, affection, and validation of who they are pretty huge. If you can offer approval and praise, you are offering a pretty huge reward. Consider social acceptance an essential part of the reward process. Of course, this doesn't work for everyone. But if you don't know someone well, or you notice that someone is not very popular or confident, then you can probably motivate them with the promise of social acceptance and praise.

Another powerful secret: People are highly motivated to escape

ugly emotions, such as guilt or shame. If you use guilt to your advantage, you can make someone want to do something because they will feel bad if they don't. No one wants to feel bad. You can use guilt to motivate people. Either point out how they will hurt you, or make them feel that they can gain redemption for something bad that they did in the past to someone else by performing an action now. Churches use this concept by asking for tithes from people to repent for their sins and the fact that Jesus Christ died on the cross for their sins. Acting like someone is hurting you by doing something can make them want to stop doing it because they feel guilty about it.

Conditioning

It is very possible to train people to do what you want. You can motivate people by creating an unconditioned response. This goes back to the Pavlovian conditioning that I just discussed. Basically, you want to make someone associate you with a reward. You don't always have to deliver this reward, you just need to create an association. The anticipation of it based on past rewards is sufficient to get people motivated.

Pavlov discovered that his dogs would salivate even when they saw the lab assistant, who typically didn't bring food. They would also

salivate whenever they saw Pavlov, regardless of whether or not he was bearing food. When he started experimenting with a bell, he learned that the dogs would salivate because they associated the sound of the bell with getting food. Presenting two stimulus close together in timing helped create these responses, or in other words, conditioned the dogs.

First you want to reward someone handsomely for doing something for you. You may need to offer this reward a few times to make the conditioning stick. Then, you can basically set this on autopilot. Once a person associates you with a reward, they will have a pleasant association with you. They will be motivated to do things for you even if you don't always have a reward to offer. This ties into the idea that you want to make friends and get people to like you in order to get what you want. People who like you associate you with the pleasurable feeling of being liked and being friends. They will want to do things for you and make you happy to keep you around. They will be more open to what you want, as well.

Let's say you have a lazy team at the office. You motivate them by offering a pizza party whenever they meet their deadlines or sales goals. People start to expect this pizza party. You don't always have to do it. They will just keep working hard for the chance that they will get pizza. Every once in a while, keep the conditioning fresh by throwing

the pizza party.

Or let's revisit our previous example, about the unpopular guy at the office. Now that you have befriended him and brought him into the office social circle in reward for the favors that he does for you, you have made him associate you with warmth and friendliness. He may even depend on you now, because when you're not around, no one likes him or talks to him. You're the one who coaxes him out of his shell and who makes people accept him. Therefore, he wants to stay in your good graces. He may also feel indebted to you. He is basically now your slave. He will do what you want just because he feels so good because of you.

The great thing about conditioning is that it can be subtle, however. You can train someone to expect something pleasurable when they do something without making it obvious. I'll illustrate this with a few examples to make the concept clear.

You have a child who isn't earning good grades. One day, you get him ice cream after he pulls an A on a test. From then on, he only gets ice cream when he gets good grades. He will start to associate the great taste of his favorite Baskin Robbins cone with earning A's. This will drive him to continue making good grades because he anticipates a

Baskin Robbins trip after he brings home that shining report card. Earning A's will become a pleasurable activity for him because he knows that he gets ice cream when he earns them. The struggle of studying and tutoring no longer bothers him now that he is motivated and has made a positive association between ice cream and doing well in school.

Your significant other doesn't like to spend money on you. So when he or she finally does, you want to give him or her some of the best sex that you've ever had. Suddenly, he or she feels extremely motivated to please you again. You don't want to make him or her think that you will only give him or her good sex when you get something material, so you offer sex as an intermittent reward. Sometimes you do it just because. But this creates a very positive association between you and pleasure. He or she will be more conditioned to please you because he or she knows that you will stay around and keep giving him or her great loving. You will get more affection and be spoiled more as a result.

So here's another aspect of conditioning that makes you more covert. You can become a neutral stimulus. In Pavlovian conditioning, a stimulus elicits a response. A neutral stimulus causes a response, even though that stimulus never offers a reward. So you can make

people respond to your very presence, even if you don't directly do anything. You do this by creating associations in people's brains between you and some sort of reward. You want to make people feel positively toward you, so you want to strive to create a powerful association between you and a good reward.

Here's a great example of how you can become a neutral stimulus and elicit the response that you desire. You have a lazy roommate who never wants to do dishes. One day, she does the dishes, so you play a song that she really likes as she does it. She will associate the great music with doing dishes. From now on, she'll want to do dishes more. The minute you put on the song, she will go do dishes. You have created a conditioned response in her. She responds to her favorite song by doing dishes. This is essentially training someone, like a dog.

Convenience

People hate expending too much effort. They won't do it if they think that the reward is not sufficient to compensate them. The most basic illustration of this concept is shopping. If you try to sell something that is priced at more than its dollar worth, then people most likely won't buy it. You want to make sure that people perceive that the effort they will expend is worth the reward that they will

receive.

There are numerous ways to do this. One way is to be deceptive. Make something seem easy when it really isn't. Using a casual tone will often set people at ease and make them think that something is not a big deal, even if it really is. You can talk up how simple a task is or simply mention it very casually to make it seem simple.

You can also present a really good reward. The better the reward, the more likely people will go the extra mile.

Confirmation Bias

Here is a little habit most people have that you can certainly use to your advantage in dark psychology. This is called confirmation bias. It's where people pick and choose evidence from stimulus they see in order to confirm the beliefs or prejudices that they already hold. People will choose to believe something, then search for confirmation in the world around them. They will also ignore or reject information that goes against their bias. It is very hard to change someone's mind. They usually like to stick to their own beliefs and ideas with little variation. They hate being challenged or told that they're wrong and they will find ways to dispute all evidence that proves them wrong.

How can you use this confirmation bias to your advantage? One

way is in psychological warfare. If you know that someone believes something ugly or disparaging about himself, you can keep showing him evidence that confirms his belief to hurt him. You can also get someone to like you by always confirming their biases and appearing to agree with them. You can play into someone's confirmation bias to convince them that they are right and earn their favor in persuasion. You can even employ it in mind control by influencing how people think and molding people into what you want using their own biases.

Self-Serving Bias

Self-serving bias causes people to attribute their successes to their own internal skills and talents, and then blame their failures on outside circumstances. They don't like to blame themselves for not doing well. They insist that they are capable of the best and when they fall short of the best, it is someone else's fault. Self-serving bias explains why many people do not ever apologize for their actions or mistakes. They get defensive and genuinely believe that what they did was not wrong or their fault. They are not lying or feigning innocence. They genuinely believe that they are incapable of failure because of self-serving bias.

You can use self-serving bias to get people to turn against each

other. This is extremely helpful in psychological warfare. You can convince a person that someone else is a terrible person. Turning self-serving bias against someone can really make your enemies crumble via psychological warfare.

Modesty Bias

Modesty bias is the direct opposite of self-serving bias. It is a bias where someone believes that his failures are his fault, while his success is brought about by others or by luck. People with low self-esteem are likely to adopt this type of bias in their thinking. If you spot someone who never brags and attributes all of his success to outside sources, you can tell that he is someone with low self-esteem and a low opinion of his abilities. You can take advantage of that knowledge and exploit his lack of self-esteem. Promise him an ego boost as a reward to motivate him, for instance.

Getting people to switch from self-serving bias to modesty bias is a good way to wage psychological warfare and mind control on someone. You can essentially chip away someone's self-esteem, bringing them down from someone with high confidence to someone with no confidence at all. This beautiful form of emotional abuse can effectively destroy a person. You can become the king of a person once

you decimate his self-esteem and remove his belief in his own abilities and success.

Competition

You must understand that people are in constant competition. People may be friends, but even friends want to beat each other. Everyone vies for the best. Therefore, competition is an underlying current in all relationships. It can rip friendships apart.

Jealousy is one of the nastiest emotions out there. People hate to feel jealous. Yet it is easy for many people to feel this emotion spark up. You can play on the envy of others to motivate people to go after things that others have. You can also use envy to turn friends against each other. Making people jealous of you can elevate your status as a person.

Attribution Error

Attribution error is the tendency for people to view themselves in a more positive light than others. They assume that other people mess up because they are worthless, for instance. They fail to take into account external factors that may influence others' behavior.

For instance, a woman who has had many sexual partners might be proud of her conquests, but she may call another woman with an

equal number of partners a “slut.” She may assume that any woman who sleeps with a lot of men has emotional issues and daddy issues and as a result, feels the need to sleep around. She doesn’t attribute her own sexual experience to these internal factors, however.

Or a person might think that others who litter are just lazy good-for-nothings who don’t care about the environment, but when he accidentally drops a cup when his arms are full of trash and it rolls away in the breeze, he shrugs and figures that he tried his best to get all of the trash in the waste basket.

People don’t like to think lowly of themselves and they tend to excuse their own actions, but they hold others to more exacting standards. This bias causes people to judge others more harshly than they judge themselves. The saying that we are our own harshest critics is often untrue. Rather, we judge others more harshly than ourselves.

You can use this bias to break down the self-esteem of others and make them feel that everything they do is their own fault. It is one of the keys to emotional abuse. It is also a great way to use psychological warfare to beat on someone who makes a mistake. You can get a whole office to believe that the person who made a simple mistake doesn’t care about the welfare of the company and is inefficient, lazy, and

incompetent.

Liking

Liking is a key part of getting ahead in the world. Taken from Cialdini's Principles of Influence, this concept can gain you lots of influence over others. Basically, if you appear well-liked and popular, then more and more people will like you. But people will tend to avoid you if they notice that you have no friends. This is why it can be hard to make new friends if you relocate to a different city, as people won't want to approach you if you are all alone.

Therefore, you can get ahead in life by not being alone. Appear liked. This makes others want to like you and talk to you. You can gain a lot of respect and favor. People will be more likely to do what you want, to respect you, and to trust you if you appear to be liked by many people. This is why people place such huge importance on social media likes. It gives the illusion of popularity.

You can also use the liking principle to create trends and influence massive amounts of people. If you rock a trend, others will be more likely to adopt it if you are liked. The modern world of social media can also help you spread trends more easily. You can influence people to fit your ideas and to do what you want if you appear to have

enough followers.

What People Care About

People have a list of things that they hold very dear. When these things are attacked, people tend to get very defensive. You can gain a lot of power over someone by finding out what he cares about so passionately.

Most people can only be pushed so far. Understanding someone's limits can be very helpful when you are trying to use dark psychology. You don't want to push someone too far or you will lose their cooperation. Of course, you can chip away at someone's self-esteem and lower their inhibitions over time. The more you gain trust or the lower you bring a person's confidence, the farther you can push them. But at the beginning, you want to respect their hard boundaries or else you risk pushing your victims away before you can really accomplish anything with them.

Most people can easily be broken down when it comes to their self-esteem. Gradually chipping away at their sources of pride, making them doubt themselves, and criticizing them will take its toll over time. But most people have a core of self-esteem that you can't violate. It takes many years of mind games and emotional abuse to erode even

that core. And some people are resilient. They will preserve some part of that core of ego and they will eventually have enough and leave.

The goal here is not to break someone down to their core. You can control someone by attacking what they care about, but you can't ever totally obliterate someone's ego. Not only is doing so ethically wrong, but it will yield some less-than-desirable results. Usually, you will drive the person away. You may even shatter the person and trigger domestic violence. It is best to just use this type of control a small amount.

Most people care about their families. They also care about themselves, to some level. You can tell what someone cares about by how his eyes light up with passion. What he talks about the most is often something important to him, or what he doesn't talk about but gives clues about indicates something that is precious to his heart. For example, your boss might not mention his daughter to be professional, but he keeps photos of her everywhere and in his wallet, and lights up when you talk about her. You can also tell what someone is passionate about and what defines his ego based on how elated he gets about it. Displayed trophies, photos holding up huge fish, and band memorabilia or guitars on the walls are all signs of what he is proud of.

What people are proud of is important to their identity. People are very protective of their identities. The things that they care about are integral parts of who they are, so they cling to these things and defend them fiercely.

Fortunately, you can use what someone cares about as a huge weapon. You can also use it as a bargaining tool to get what you want. On the other hand, you can also use it to find out people who are easy to manipulate. People who have low confidence, poor sense of identity, and little that they care about are often the easiest to control and manipulate because they won't stand up for themselves. They won't have a healthy sense of boundaries and won't be able to say no or tell you off.

You can spot a person with literally no confidence by his lack of conviction in what he says. He may harm himself by drinking a lot, using drugs, gambling, shopping beyond reasonable bounds, or speaking badly about himself. When you compliment him, he becomes uncomfortable and avoids eye contact. Usually he is socially awkward or doesn't know what to do when people like him. He may not take care of himself or tend to his hygiene. When it comes to making friends or meeting people to date, he may struggle, or he may be extremely outgoing and promiscuous to make up for his internal sense

of loneliness and isolation.

You can also tell a lot by one's posture and eyes. Someone with little confidence will have a more stooped, withdrawn posture. Someone with a lot of confidence will carry himself with a straight back, his head high and his back straight. The eyes suggest how confident he is. Confident people make bold eye contact and don't have eyes full of pain or doubt.

Meaningful Social Connections

People are inherently social animals. We're basically herd animals. We follow trends and rely on the input of others to shape who we are. We also depend on others for affection and affirmation. Social connections mean a lot to people and social acceptance is key to most people's self-acceptance. People build their images off of what others reflect back to them and tell them. They also rely on the media to help form their ideas of who they really are.

Becoming an influential figure in someone's life is rather easy. If you tell someone something about himself, he will likely believe you. Your words will soak into his self-image, forming part of who he is. Words can really stick. If you can get multiple people to tell someone something, the message will stick even more.

Approval from important people is also essential to people. If you are able to attain a position of authority, or if you are good at asserting yourself like an authority, then others will listen to you. You can really shape their self-image by being an important social connection. This ties into the next topic, about authority.

Authority

The Milton Experiment is a disturbing experiment that proves how much people will go to great lengths to obey authority, even when it goes against their own interests. In this experiment, students were asked to administer shocks to a hidden subject whenever the subject got the answer on a test wrong. What the students didn't know is that the subject was not real and that no one was really receiving any shocks. The shocks supposedly increased with each mistake. The students wanted to stop when the shocks became so strong that the hidden fake subject started screaming out in agony, but the proctor of the experiment encourage them to go on. Almost all of the students went against their own desires and obeyed the proctor.

This study just proves that you can gain a lot of power if you assert authority. You can become an authority figure just by acting like one. If you act like you know what you are doing and you are in the

right, people will listen. Being assertive and even aggressive can get you a lot of respect. Then, people will obey you and do what you want.

Keep this inherent aspect of human nature in mind. You can be an authority and get people to do whatever you tell them to do if you so desire. You just have to act the part.

Deception

It has been found that babies as young as six months can use fake hunger cries to get attention. This means that people naturally know how to lie from an early age. Dishonesty is a defense mechanism that people use to preserve their images and their relationships while keeping their personal freedom.

Subconscious Manifestations

Everyone has a subconscious. This is where someone's basic thoughts, feelings, and instincts swirl around, unheard in the conscious mind. But this hardly means that the subconscious mind is hidden away from detection. The subconscious mind has a habit of rearing its head up and manifesting in a person's behavior patterns, gestures, word choices, facial expressions, dreams, and so on. You can glean a lot of clues about someone's subconscious state based on their physical and verbal manifestations. No one can keep their

subconscious totally sealed off or private.

The subconscious mind influences how people act. It determines exactly what someone feels and how they respond. The patterns and conditioning that a person has learned over his lifetime all exist in the subconscious mind and rule behavior from the deep. They cause people to repeat the same old mistakes, to have the same insecurities, and to follow the same thought loops. Knowing what someone's habits are mentally gives insight into their subconscious mind. Being able to read someone's hidden thoughts and instincts, things that they may not even be aware of, is a great way to gain control over someone and possibly completely destroy them mentally in warfare.

Many people have a lot of repressed memories dwelling in their subconscious minds, as well. Repressed memories can manifest in a variety of emotional problems and outbursts, including depression and anxiety. But they can also become unveiled and cause havoc in someone's life. Unresolved issues and repressed memories are basically ticking time bombs. If you can unlock someone's repressed memories with triggers, you can really cause some damage.

Subliminal Mind Tricks

Subliminal advertising actually works. The human mind is far

more observant and aware than it appears. You notice things that you are not aware of. That's why, when an image of the McDonald's golden arch briefly flashes on TV, you might suddenly start craving a Big Mac. Companies have gotten in trouble for subliminal advertising in the past, but that doesn't mean that it doesn't still exist. Subliminal advertising injects images and sounds and scents into your brain that trigger associations.

You can utilize this concept in mind control. Put ideas into people's minds. Make them think that something came into their minds randomly so that you appear innocent. You can very much influence people without anyone ever knowing.

It is entirely possible to plant false memories into someone's mind, as well. False memories are a problem in psychotherapy, where a therapist might suggest things to a trusting client. The client starts to assume that these things happen, and his mind manufactures corresponding memories that are totally false. You can use the power of suggestion to plant ideas and memories into someone's mind. False memories can potentially rip apart someone's sense of identity and emotional well-being. It can serve you in a variety of dark ways.

Chapter 2: Psychological Warfare and Decimating Your Enemy

What is psychological warfare? Glad you asked. Psychological warfare is one of the most powerful ways to decimate another person. Since the beginning of history, people have used psychological tricks and methods to win wars. Psychological warfare works well for countries, as evidence by Sun Tzu's *The Art of War*. But it also can be used in personal conflicts. You can shatter other people and always get your way by using the tricks outlined below. The best part is that no physical violence is involved. You won't end up in jail if you stick to purely psychological methods of warfare.

Psychological warfare is not always used for evil. Say you have a workplace bully who makes each work day miserable for you. By learning psychological warfare, you can effectively shut this bully down without winding up in jail. You can use psychological warfare to gain the upper hand, earn respect, and avoid physical violence. You can also use it to end conflicts peacefully and in your favor. Say good-bye to abuse, endless arguments with your spouse, and other such

conflicts that never seem to resolve.

Using psychological warfare guarantees you success in conflict. It is a ruthless method by which you can ruin someone's life. You can also use it more subtly. You don't have to destroy people, you just need to shut them down.

Have a Winning Mindset

You must have a winning mindset and really believe that you will win. Your mindset really drives your performance. You won't thrive and succeed with psychological warfare if you don't believe that you will win. So believe in yourself. Also believe that you deserve to win. Doubt and insecurities will only hold you back and cut down your confidence.

Approach this war as if you are in the right. Whether you really are or not does not matter. Who is really judging? People are naturally defensive and will always think that they are in the right. Don't believe that anyone is right but you.

Part of having a winning mindset means that you must be ruthless. Have absolutely no remorse at all, ever. You are in this to win this. You won't stop until you win. Guilt and other such emotions are useless. They will simply hold you back from winning. Other people

will be more than happy to run you over and beat you at a war, so don't worry about their feelings. Only value your own feelings in psychological war.

Keep Your Target in Sight

Know who you are targeting and what your goal is. Never get muddled about that. There are a few things that you always want to target when you are attempting psychological warfare. The first is the mind. By messing with someone's mind, you can bend his will and make him into who you want him to be.

Peace is also something precious that people guard with all of their might. If you create stress and disturbance in someone's personal or professional life, you will be making him very uncomfortable. Scrambling up his mind and making him doubt himself will also create the mayhem necessary to utterly disturb his peace. You will probably make him want to back down, just so that he can restore peace again.

Reputation is very important. People are quite protective of their reputations. If you damage someone's reputation, or at least threaten it, you put him in a vulnerable position. He doesn't want to look bad or lose his social contacts. Thus, you can beat him down by targeting his reputation.

Destroying or discrediting his idols and role models will also bring him to his knees. People love their idols. If you tear away someone's idol or ruin his idol in his eyes, then you remove part of his identity. You thus crush his spirit and make him doubt everything that he has believed in.

Black Mail

Black mail is so powerful. Everyone has a secret. You just have to find it. When you reveal that you know the secret, you gain an incredible amount of power. Often, people will do anything to get you to keep their secrets for them.

Be careful with black mail, though. Some people will kill just to keep a secret.

Discredit Someone

A man's reputation precedes him everywhere he goes. Therefore, a person will highly value what others think of him. Discrediting him and tearing down his reputation will destroy him. He won't be able to get the jobs, credibility, and friends that he was able to before.

There are many ways to effectively discredit someone. Ideally, you can find out a dirty secret and leak it to the world. A porn collection, wasting company hours, plagiarizing academic papers –

these are all activities that you can use to discredit someone's reputation very easily.

But say you don't know a secret about someone. That's fine. You can still discredit him by making him look stupid in front of others. Tell embarrassing stories or jokes that make him look bad. Poke fun at him with other people, convincing them that he is silly. When you introduce him, you can point out less-than-stellar details to bring him down in others' eyes. Start a rumor about something shameful from his past.

Turn Everyone against Someone

You may remember this from high school. One of the best ways to hurt someone deeply is to turn everyone against him. Tell people that he said mean things about them, things that will really irk or hurt them. This trick is even better if he really did say those things. Make people think that he is a bad person in any way that you can. Maybe you can set him up so that he cheats on his best friend, or leak ugly things he said about the company he works at on his private social media account. Then, when everyone is angry with him, you strip away his friends and his defenses. He is hurt. You can launch another attack, or you can just sit back and grin as he must fight to get all of his

friends and loved ones back.

Be Obvious

Acting like you're doing nothing wrong and being obvious about what you are doing will actually set people at ease. If you are not busy sneaking around, then it will look like you have nothing to hide. Others will think that they can read you and that they can anticipate your actions. They will lower their guards. Meanwhile, you can be working out a great plan in secret.

Destroy what He Loves

Sometimes, you don't need to attack your enemy directly. You can hurt him far more by attacking what he cherishes. You can do something very petty, like destroying his prized baseball card collection. Or you can take a step further and steal away the love of his life, break up his relationship, or cause trouble within his family. The closer something is to his heart, the worse it will destroy him when you attack it.

Sometimes, you don't have to go to great lengths to make a person miserable. Say he loves eating lunch in peace. Attack his peace by bugging him incessantly at lunch or telling people that his lunch hour is the best time to call him. He won't be able to enjoy lunch

anymore. He will hate you for ruining this one small thing that he loves out of his trying work day.

Take away privileges if you can. This is what women are doing when they withhold sex from their partners after disagreements. This is also the basic premise of the silent treatment. Remove something someone loves or enjoys with you as punishment. You will likely break him down after a while.

Have Someone Else Fight Your Battles

Tricking other people into working for you will often help you win a psychological battle. Get people to perform actions that may seem innocent. For instance, tell a co-worker to take someone a message. Say “I’m too busy to take this message from Rob to Sharon, so can you do it?” The message can be something horrible that may hurt his feelings.

Spreading rumors is one of the best ways to get others to do your dirty work for you. You can start a rumor but claim that you heard it from someone else. Rumors spread like wild fire with little help. Everyone will participate in the gossip mill.

Getting others to do your dirty work keeps you looking innocent. It also removes some of the effort from the task of bringing down your

enemy. And it might just accomplish turning everyone against him.

Distract Your Enemy

A distracted enemy can't defend himself. The best way to distract him is by threatening him with fake threats, or feints. Using feints, you can use a trick that Sun Tzu referred to as "Create Something from Nothing." Basically, you want to perform a feint. Pretend to try to attack him in some small way that he can easily fend off. Then perform the same feint again. He will react to the first two feints. By the third feint, he thinks that you really can't hurt him and that you're just desperate. He will lower his guard. Then you strike with a totally different plan that devastates him because he wasn't expecting it.

You have to lower your pride for this method to work. You may stand to look totally stupid, desperate, or silly if you keep trying the same lame tricks. You have to be patient and let go of ego to make this successful.

Attack When He's Weakest

Sometimes, patience pays. You can wait until your enemy is weakened by a devastating life event, such as a death in the family or a house foreclosure. Then you can really hurt him.

It's also great to pretend to forgive someone and to be his friend.

That way, when he really needs help, he will turn to you. You can then refuse to help him when he needs you most. Offer a smile and say, "Sorry but that's not my problem. You shouldn't have hurt me if you wanted my help."

Pretend to Be Someone's Friend

Building on the last concept, you can gain a lot of power over someone if you earn his trust. Pretend to forgive him and try to be his friend. He may want to befriend you if he feels that he wronged you and you're some kind of forgiving saint. Keep him close and learn all that you can about him. Make him think that it is all water under the bridge so that he is not expecting you to attack him.

Then, when you see your opportunity, you can seize it. He will be laid out open for you. You can really hurt him when he thinks that you're his friend. Maybe sleep with his significant other, or break something that means the world to him. Get access to his files at work or at his home office when you are hanging out with him so that you can spread malicious rumors about him or expose his embezzlement. These are just a few examples.

Use More than One Attack

Gather up your forces and launch your very best attack. Totally

decimate him. You can use any method that you can to bring him to his knees. Then, gut him with a second, sneakier attack.

You might consider attacking his ego while he is already down. Insult him and attack the things that he is most proud of. Eliminate his friends while he is already down. Do whatever you can to add insult to injury.

Strip Away His Comfort

People are creatures of comfort. They feel comfortable in their current positions. People are most vulnerable when you have them in an unknown or unfamiliar situation. For instance, your enemy might be tough around his buddies, but when you get him in a situation where none of his friends are present, you can rip into him with your best insults. He won't be able to defend himself and no one will be there to defend him. Therefore, he's weak and you get to exploit that.

You never want your enemy to have any source of strength or any advantage. Disable him by removing his sources of strength or support. Strip him of his leadership position or remove him from his comfort zone. When he is lonely, he is weak. When he is unstable, he is weak. When he doesn't know what to do, he is weak. Exploit that weakness. Make your attack when he is at his most vulnerable and

uncertain.

Put Someone in a Desperate Situation

To make your enemy desperate puts you at a huge advantage. You want to make him either rely on you, or put him in a weak position where he is easily hurt. Slash his tires when he's parked in a sketchy neighborhood. Take away his position at work. Cause a fight with his family. Put him in some sort of horrible situation that he will feel desperate to escape from. He will put so much energy into escaping that he will not be able to fend for himself. Then, you can deliver the *coup de grace*.

Tempt Him

Promise your enemy something that he really wants. Wave it in front of his face and tell him that it could be his. Let him brag about it and think that he is successful. Then, when he leaps for it, take it away. Humiliate him and disappoint him. Crush his soul by making him do something bad that he shouldn't do. Everyone has a weakness. You just need to learn your enemy's. It may take some time and some investigation, but it will be worth it.

Alternatively, you can tempt him to do something bad. Say that you know a person who has a problem being faithful to his wife. You

could tempt him by introducing him to a beautiful girl that you know so that he slips up and ruins his marriage. It is his own fault, but you helped make him fall.

Make Him Feel Insane

One of the most insidious and common forms of emotional and mental abuse is making someone doubt his own sanity. You can tear down his confidence and his perception of the world by making him doubt his mental faculties.

You can do this through gaslighting. This is when you tell someone that the sky is purple, and that they are crazy for believing that it is blue. Make someone question his entire existence. When he says that something is true, insist that it is not. Try to get others to back up what you are saying, too. He will start to wonder if he is really crazy and if his entire idea of reality has been false for his entire life.

Make him question his memories. Say a conservation happened yesterday and he insists that you said such and such. You should insist that you said the opposite. Plant false ideas in someone else's mind so that the other person reaffirms what you say. Having others corroborate on your story will help support your claim and make him feel as if he is developing Alzheimer's.

You can also push a person over the edge by playing a constant sound in his home, office, or car. Certain frequencies can drive people to insanity. Place images that disturb him wherever he can find them. Repeat messages through various means that make him feel as if he is losing it. Practice brainwashing to convince him of things that are not true – such as the FBI is after him or he is deathly ill.

Creating confusion also helps drive your enemy crazy. Make him very confused. Do little things to make him wonder what is really going on. Dissolve the circumstances surrounding him into chaos. He won't be able to deal. This disguises what you are really doing and it disturbs his peace.

Chapter 3: The Secrets of Dark NLP

NLP, neuro-linguistic programming, is a fascinating approach to persuasion and communication that really works. Invented by Bandler and Grinder in the 1970's, NLP has since developed into a multi-billion-dollar industry that many people turn to for guidance. The methods taught by NLP help people learn how to banish bad memories, improve their cognition and mood, learn to cope with mental issues, and even seduce or communicate better with other people.

But Dark Psychology 202 takes everything a bit further, right? So you can only expect that your average NLP has nothing on what we are about to explore here. This chapter takes typical NLP a few steps further and shows you how to use it to gain power and control over others. The twisted, dirty art of Dark NLP will unlock many doors for you. It's one of the most potent dark psychology methods. In fact, this chapter may just contain the meat of the entire book.

The great thing about Dark NLP is that it is applicable to all areas of life. You can use it for seduction, persuasion, deception, or even

making yourself more confident and powerful. You can use it in romance, friendship, career, or family. You are invincible in all areas of your life when you start to use Dark NLP.

What Is Dark NLP?

NLP is built on the premise that you create the world around you. The way that the world appears to you is created through information filtered through your five senses, your speech patterns, and thought patterns taught to you when you were little. Some of your behavior is very unhelpful, but you can use NLP techniques to change this behavior and develop healthier habits.

You can use visualization, meditation, and even hypnosis on yourself to correct your maladaptive behavior habits. You can basically get into your own head and change your basic thought habits. NLP allows you to restructure your thinking and erase bad memories using your senses, language, and self-talk.

But based on this logic, you can also use NLP to enter the minds of others and restructure their thinking. And this is exactly what Dark NLP entails. Dark NLP takes helpful NLP practices and flips them on other people. Dark NLP can be used for good or evil. Either way, it gives you significant control over others by allowing you to rewire their

brains and affect their thinking.

Using Dark NLP, you break people's behavior down into simple parts. Then you affect change by showing people how to behave differently. You use subtle influence to make people think about their actions and approach situations differently. Dark NLP essentially provides a tunnel directly into someone's mind. You can access their mind with simple techniques like sensory stimulus, gestures, and phrasing words in certain ways. Encouraging people to envision things and to think in new ways also enables you to change their thinking effectively.

And the best part about NLP? It is performed through simply nuances in speech or sensory stimulus. Therefore, it is undetectable. You can gain control over someone and he will never guess that you are the reason he is changing.

What You Need to Know

You need to know a few things about a person before you can make him change. You need to learn what he likes about himself, what he hates about himself, what he wants, what he fears, and what he has doubts about. These are essentially the elements of his identity, but they are also weak points. When you target them, you can change

them. You can hurt someone through his doubts, fears, and dislikes, or disable him by removing all of the things that he likes about himself and hopes for. You can also persuade or seduce him by playing on what he wants, or scare him into action by provoking his fears. Do you understand now why these five things are so important to using Dark NLP?

Take some time to get to know your victim before you employ Dark NLP. Pay attention to what he does and says. The things that he talks about provide dead giveaways into what he really feels and who he is. He will avoid what he fears and get nervous about what he doubts. He will get excited and brag about his hopes and his sources of pride. You will find plenty of clues into his identity if you just open your ears and listen carefully.

You can also coax someone into sharing themselves with you by talking about yourself. Share your own hopes, fears, doubts, and self likes and dislikes. When you open up, you establish a trusting bond. You also make him want to reciprocate. Listen to how he responds to you and pay attention to what he chooses to share with you.

You can find out someone's insecurities and pride by complimenting him. He will preen himself if you mention something

that he likes about himself. He will get rather shy and even hesitant to thank you when you compliment something that he is insecure about. This information is crucial to owning your victim.

Play on Hope and Fear

Play on someone's hopes and fears using your word choices. When you want to influence someone to act a certain way, you want to show him how it might be related to his hopes and how it will benefit him. On the other hand, remind him of his fears in relation to an action that you want him to avoid.

Let's say you want your co-worker to stay late for you. You can point out that he is such a hard worker and he is about to get recognition. The boss will appreciate seeing him staying late. You can also hint about his fear of failure and termination by saying that you would hate for the boss to never see him staying late. "The boss might think you're lazy. We all stay late from time to time, so you want the boss to see that from you, too. It will look favorably for you."

You can also frame his perspective based on his hopes and fears. Use positive, upbeat language that relates to what he hopes for, or really wants. For instance, if you want someone to date your sister, you want to paint a visual of your sister that includes all of the things that

this person hopes for in a partner. “She’s kind and she loves to give love and compliments.” Then you can flip this and hint that his worst fears will come true if he dates someone else that you don’t want him to see. “She has a tendency to emasculate men.”

Play with someone’s hopes and fears by offering them what they really want and then confronting them with what they fear. This emotional roller coaster is confusing and also makes people insecure. They don’t know which way is up when they are forced to experience so many different emotions. Fear and hope are two very powerful emotions, so using them simultaneously will have an impact on people emotionally.

Insult Someone Subtly

An obvious insult will make someone hate you. But subtle insults allow you to shatter someone’s self-esteem, while appearing innocent. Find out what someone hates about himself. Then mention that every now and then in a subtle way. Don’t ever make a direct or obvious insult. Disguise your insults as compliments, even.

For instance, maybe your co-worker thinks that she is fat and she is very insecure about her weight. You have observed her glancing at herself in the mirror disparagingly and looking guilty after consuming

an extra slice of birthday cake. So you can say subtle things to dig at her weight problem, such as, “You have such cute cheeks” or “You wear the same size as Marilyn Monroe!” These insults are disguised as compliments, but they tell her that her weight is noticed by others. This just reaffirms what she hates about herself.

You can also occasionally bring up what someone fears. If someone in your office is afraid of the disapproval of others, pretend that you are just spreading office gossip and let him know what everyone says about him. Or pretend to be a concerned friend and warn him about what people really say about him behind his back. Of course, you can make up the rumors if you want. By doing this, you are letting him know that people disapprove of him. That reaffirms one of his deepest fears and will drive him crazy.

Influence If Someone Agrees or Disagrees

Listen to how someone speaks. Does he say “I feel” a lot? Does he use primarily visual terms, like “I see”? Or is he more of an auditory person, saying “I hear you loud and clear”? How someone speaks can reveal a lot about his primary sensory mode.

If you want to influence whether or not someone agrees with you, use his primary sensory mode to your advantage. Use language that

fits his preferred sensory perception, or modal system, if you want him to understand and agree pleasantly. He will take better to communication that follows his sensory mode. But if you want him to disagree, use an opposite sensory modal system in your speech. He won't understand or agree as well.

You can also change how someone feels based on sensory perception. If someone is a strong visual person, paint an appealing picture of something or someone to get him to like that thing or person. Otherwise, paint a very ugly picture. Speak in his language to influence him more strongly. He will communicate better if you use his terms.

Say you want a friend to go to a restaurant of your choice but he is feeling a different restaurant. You happen to know that he is a very olfactory guy, with a very sensitive nose. So describe how great the food smells at the restaurant that you want to go. Soon, you will make him salivate and appeal to him more. You can also complain, "Haven't you noticed that the bathroom always stinks a lot at that place that you want to go to?" The olfactory sensation of an unpleasant bathroom odor will fill his imagination and ruin his appetite for that restaurant, even if he has never noticed a bad bathroom smell there in the past.

Also listen to common phrases that people use. Words that they often repeat will have special significance to them. Think of Barney from *How I Met Your Mother*, always saying, "Legendary!" in funny and creative ways. The word "legendary" holds significance to him. You want to use words that have significance for people. This makes them feel a bond with you.

Create Fake Bonds

It's so easy to create a bond that feels deep to the other person, even if the bond is totally fake and possesses no real depth at all. Dark NLP allows you to make people feel close to you, even if you aren't really close. You can use this bond to gain trust. Then you can use and manipulate people as you see fit.

Use the Same Sensory Modal System

Earlier we talked about how people prefer certain sensory modes and that manifests in how they speak. Now you can use this to forge bonds and false closeness with people. So if someone uses a lot of auditory terms and describes things in auditory terms, he will like you better if you also use lots of auditory terms. You two will have better communication and a sense of sharing something in common, even if he doesn't realize why he feels this way about you.

Match Breathing

Breathe at the same rate as the person that you are speaking to. Even though he won't notice, he will quickly feel closer to you. This may be because people like to have things in common. He may sense that something is similar between you two and as a result, he will trust you and like you more.

Mirroring

Much like the section above, mirroring involves copying the other person to create a sense of similarity. Mirroring creates a fake bond very quickly. People love spotting others with whom they have things in common. Therefore, if you imitate someone's gestures, posture, and facial expressions, you will create a sort of bond that is will feel very strong to the other person.

During conversation, subtly mimic someone's gestures. If he leans toward you, wait a few seconds and then lean toward him. If he crosses his arms, wait a brief moment, then cross your own arms. Smile at people when they smile at you, and frown when they frown. You get the idea.

Understanding

Expressing understanding is a form of reflection. It makes other

people feel heard, valued, and supported. They love when people understand them. So if you act like you are sympathetic, empathetic, and understanding, then you will create bonds with people. People will feel that they can talk to you, and they will open up to you, giving you even more information that you can use for manipulation. They will trust you and turn to you, never guessing that you're really the enemy.

Confessing

Confessing your own secrets can make others open up like clams. You can reveal real or false secrets. Protect your own interests. Just make sure that your confession seems realistic, genuine, and deeply personal. Your moment of sharing will encourage others to confess things to you. Then you have all sorts of information to use against them later on. You also get to forge a bond that isn't really there. You gain the person's trust.

Take Control of Others

You can start to take control of people by leading and pacing. This method allows you to subtly gain control over someone in small ways. The small steps that you make at first with pacing and leading can lead to bigger and bigger steps. Once you gain even a small amount of control over someone, you have the potential to take way

more control.

As you practice mirroring, you can start to test how deep your rapport with the other person is by making some small movements of your own. For instance, after a few minutes or even hours of mimicking the other person's gestures, flip over your right hand. Ideally, the other person will also flip over his right hand. When someone starts to follow your lead, you know that you have a bit of control. Start to use this control to begin planting ideas in others' minds and lead them into new ways of thinking. Just a small gesture sets the mode for everything.

You should use lots of language to elicit the emotional response that you want in someone. That way, you lead his thoughts in the direction that you want. You can do this by playing on his hopes, doubts, fears, likes, and dislikes. Bring up the things that will make him think positively or negatively about something. This is how you can ruin someone's mood. Or you can uplift someone. Or you can get someone to make a decision by causing him to feel a certain way about a choice.

Remember that people form strong memories and associations with their emotions. This means that while you are talking about a

person, you can make someone form a negative association by also mentioning his fears in relation to the person you are both discussing. Take this example. A guy you know really likes this girl, but you don't want them to date for whatever reason. So you can make him form a negative association with her by mentioning how much she loves men with money. You know that he doesn't have a lot of money and it is a deep insecurity that he holds. This can lead him to think that this girl wouldn't like him and to associate her with a sense of inadequacy. He won't be as likely to pursue her if he has this association.

Pacing lets you set the pace for what someone does. Leading means that you lead someone to do what you want. The two combined create a powerful approach that enable you to sneakily and clandestinely take over someone's mind.

Meta Modeling

Meta modeling is an NLP method that allows you to make people rethink what they say. People often use broad and vague terms like "never," "always," and "everyone." They don't really consider how general what they are saying is. You can challenge someone when he says one of these words. For instance, if he says, "Everyone likes me," ask him, "Does *everyone*? You can't possibly know everyone in the

world!" Doing this makes people question the validity of their statements and causes them to doubt themselves. It also allows you to distract someone from the real argument at hand, and prevents him from making the point that he wanted to.

Use Speech to Your Advantage

How you speak to others and how you speak to yourself has a major impact on how your message is received. There are dozens of ways to say the same exact thing. But some ways are more effective than others. Speaking to others using positive terms will make people want to give you your wishes more.

Change others' behavior by telling them what to do in an assertive way. But be friendly about it. Avoid saying things like, "Don't do that!" Instead stick to the positive and say things like, "You will do this." The positive terms encourage people to take action. Negative terms tend to incite inaction and defensiveness in people and they will more often than not do what you told them not to do.

So if you are dating someone and you don't want him to cheat on you, you can't say, "Don't ever cheat on me." This is not a very effective message. He will promise you that he won't cheat and then he may do it if he is so inclined. You just put the idea of cheating on his mind.

Reverse the outcome by saying something like, “Thank you for being faithful to me.” Don’t mention cheating and don’t tell him what not to do. Just tell him how to be by using more positive phrases and projecting what you want onto him.

You can manipulate people using this concept. If you want someone to do something, you can challenge him by telling him not to do it. You both plant the idea in his mind and make him think that by disobeying your orders, he’s preserving his freedom and getting what he wants. Little does he know that really he is playing right into your hands.

Get Whatever You want

One of the great things that NLP teaches is that you can achieve anything that you want. If you want a better memory, don’t resign yourself to having a poor one. Instead, take the steps necessary to develop a good memory and believe in yourself. If you want to seduce someone who is out of your league, don’t believe that someone is unattainable. Just go after him or her and have confidence. Believing in yourself and your abilities really opens the doors to anything. NLP grants you a wider range of choices than you thought possible.

Dark NLP encourages you to get whatever you want without

shame or apology. There's no need to be modest or to hold back. Without conscience, you should go after whatever it is that your heart desires. Dark NLP uses NLP techniques to show you how to get what you really want.

Popularity

Using the Dark NLP method of creating fake bonds is important because it enables you to make lots of social connections. The more people you know, the more you can get. You will have no shortage of networking opportunities. This is important in business but also in life in general.

Use Dark NLP to communicate better using people's sensory modal systems. That way, you can really make it clear what you want. You will also make others like you because they find it easy to talk to you.

Also use mirroring and breathing techniques to make people feel close to you. When you forge that connection, you increase how much people like you. They will want to spend time around you if they feel bonded with you.

Above all, believe that you are worthy of being liked. Like yourself. Find all of the characteristics that you like about yourself and

magnify them in your mind. Meanwhile, imagine the things that you don't like as black and white pictures. Shrink these pictures until you can't see them anymore. Visualizing the disappearance of your insecurities can help you diminish them and get over them, causing you to like yourself more. Liking yourself will manifest as confidence, which other people find irresistibly attractive.

Visualize Success

Visualizing things is how you can make them true. When you convince your mind that something is possible, your mind will get used to that being truth. Thus, your mind will attempt to adjust your reality to fit your visualizations. Therefore, to get what you want, you should visualize success in all of your ventures.

You want to imagine the outcome that you want. Imagine what it looks, feels, smells, sounds, and tastes like. Imagine how your entire life looks with the outcome you want. If you want someone, for example, imagine having that person in your life and holding him or her close.

Self-talk is how you speak to yourself, in the quiet of your own mind or even out loud. Positive self-talk enhances your mood and your confidence. Tell yourself things like, "I will achieve this" or "I will get

this promotion."

Also, avoid negative phrases in your self-talk. Don't say things like "I will lose weight" or "I won't get in trouble for this." The human mind tends to ignore negatives and instead makes your negative affirmation a positive. You might as well be telling yourself, "Weight! It's a good thing! Gain it!" or "I will get caught!" Instead, stick to positive phrases and terms. Try to think in terms of gain, not loss. "I will gain fitness" or "I will get away with this!"

You also want to banish insecurities, doubts, and negative thoughts. You don't need anything negative bringing down your mindset and ruining your confidence. It can be helpful to envision your negative thoughts as pictures that you shrink into invisibility. Or you can imagine your inner negative self-talk and self-criticism in a silly cartoon voice that makes you laugh. Slowly mute this voice, until you can't hear it anymore.

Celebrate Your Success

Human beings like rewards. We have covered this in depth. So use this idea of conditioning and reward yourself whenever you meet a goal or get what you want. Celebrate your successes, and you will make yourself want to succeed more. How you celebrate is up to you. Do

something pleasurable and pat yourself on the back. Treat yourself to a nice meal or some “you time.”

Have a Routine

Having stability in your life is essential to being successful. You will be more organized and able to go after what you want if you are organized and have a set routine. Have a good morning routine and an evening routine.

Be sure to incorporate leisure, pleasure, and relaxation into your daily schedule. You need to take care of yourself above all else. If you do this, you teach yourself to have the attitude that you are worthy of the best. Then you will become more inclined to go after what you want and succeed in getting it.

Also, set plans. But open your mind and be flexible. If Plan A fails, move on to Plan B. Never run out of plans and never give up.

Use a Model

Humans tend to look to others and model their behavior accordingly. Role models are extremely important for this reason. Dark NLP teaches you to find appropriate models to show you how to get what you want. You can also use this concept and become a model yourself for how you want others to behave. You will encourage people

with your own behavior.

Find someone successful whom you admire. This person probably is ruthless and cutthroat. Nice people don't get ahead in life. Use his or her behavior and success story as a model to base your own success story on. I also recommend reading about people such as Machiavelli to learn how to become controlling, manipulative, and shamelessly powerful. Model your behavior after them.

If people start to engage in behavior that you don't like, they will quickly stop when they realize that you are not partaking. For instance, if you refuse to join in gossip, you set a model for others and discourage them from gossiping. This can really work. Try experimenting with being a model. You should also present the outward appearance that you are a generous, fair, conscientious person. We cover that more in the last few chapters.

Chapter 4: Turn CBT Around

Cognitive behavioral therapy (CBT) is a special favorite with therapists because it is so successful. CBT works by changing someone's patterns of thinking using questions and self-analysis. Therapists can use it, but individuals can use it themselves too. That means that you can use it. You can change someone's thinking to match your own purposes. This isn't necessarily ethical, but then again, dark psychology isn't always ethical either. You can employ CBT for manipulation, brainwashing, mind control, and even emotional abuse. These simple methods can really give you a lot of power over someone; you will essentially become God, molding a person's mind into exactly what you want.

How Does CBT Work?

CBT works by encouraging someone to take control of his or her own thinking. A lot of someone's emotional suffering lies in his or her thinking patterns. By addressing and correcting those patterns into something more positive and fulfilling, a person can heal. But this form of therapy doesn't have to be just for healing.

You can take CBT into your own hands and use it to gain control over others by changing their thinking. Using lines of questions or comparisons, you can make someone realize that his line of thinking is not helpful. You can then lead him in the line of thinking that you desire him to follow.

CBT believes that people tend to hold certain thinking patterns. These patterns are usually learned in childhood and then perpetuated throughout a person's life. These patterns are far from permanent, however. You can easily make someone look at situations and things from a different perspective and change his thinking patterns. With time, these new thinking patterns become habit and become part of a person's life.

First let's explore common cognitive distortions. Then we'll explain different types of more helpful thinking. Finally, we'll explore how to use Dark CBT to get control over someone's mind.

Cognitive Distortions

Cognitive distortions are forms of distorted thinking, or negative and unhelpful thinking patterns. All people have one or two cognitive distortions that they buy into. You probably have some of your own. The ultimate goal of CBT is to identify these distortions and correct

them in some way.

- Assuming. When you assume, you make an ass of you and me. This is why assuming is never healthy or helpful in any situation. You might be wrong. What evidence do you have to prove that you are right?
- All-or-nothing thinking. This is where you see the world in black and white, rather than shades of gray. Everything is completely wonderful or utterly awful. You are happy or sad. You don't accept that life is actually a balance of positive and negative.
- Dwelling and ruminating. The past should stay in the past. Dwelling on your pain or past too much will only magnify the problems and misery that you suffer from. It is better to get your mind off of your problems.
- Over generalizing. "Everyone," "always," "never," and other such terms are terms that you may use when you are over generalizing. You assume (usually erroneously) that everything will go the same as your previous experiences because everyone is the same.
- Mind reading. You can't know the thoughts and feelings of others, so don't try to guess what others are

thinking. You are more than likely wrong. And you will make yourself miserable if you try to be a mind reader. It's better to stop guessing and just ask someone straight up.

- Negative self-labeling. This is where you call yourself bad names. You blame yourself for everything that goes wrong. When something goes right, you think, "I don't deserve this." And when you screw up, you are so hard on yourself! You speak to yourself abysmally.
- Disqualifying the positive. When you disqualify the positive, you refuse to acknowledge that good things are happening in your life. You instead choose to fixate on the bad things going on. This is hardly helpful or healthy.
- Disqualifying the present. You don't focus on the present. Instead, you're busy worrying about the future or dwelling on the past. You fail to see how the present plays the biggest role of all because you're too busy focusing on the future or past, which you cannot control.
- Blaming others. You have the immature habit of

blaming others for everything wrong in your life. You fail to take responsibility for your own actions. Consider looking at how you can take control of your own life and change your life with your own actions.

- "Should" thinking. You don't accept things as they are. You are always discontent because you think of how things "should" be. But you really can't judge how things should be. And things are never as they should be. Let go of this type of thinking.
- Catastrophizing. Everything is worse than it really is. You freak out about small things that you could probably really let go of.
- Excessive need for approval. This is where you need the approval of others so badly that you worry constantly about what others think and you go out of your way to please other people. The opinions of others really don't matter that much, so work hard to rid yourself of this distortion if you suffer from it.

Replacement Thought Patterns

CBT aims to replace negative thought patterns, or cognitive distortions, with more helpful types of thinking. Eventually, the

subject will learn to replace his normal thought habits with the more helpful ones that CBT teaches. He can find how to do this by identifying his incorrect or unhelpful thinking and then identifying how to best change it.

- You don't know it all. Stop assuming. Only make decisions based on facts and solid evidence.
- Life is in shades of gray, not black or white. You may be ecstatic, but understand that there will be bad things to go with the good. Alternatively, even if you are miserable, there is always a plus to everything. Seek a balanced perspective and don't be too happy or too sad about anything.
- Look on the bright side. There is a silver lining to even the most horrible situations or people. Seek out potential positives in every situation that brings you down.
- Life and people change constantly. Consider that this time around, things might be different. There are no steadfast rules for people or life, so don't over generalize.
- Seek out the good in yourself. When you criticize

yourself, try to think of ways to compliment yourself instead. Think of good things and good qualities that you possess.

- Always notice and value the present. Be grateful for what is going well in your life. Count the things that you do have rather than focusing on what you don't have.
- The past and the future are beyond your control. You can't read the future or change the past. But you do have power over the present. So focus on that instead.
- Life is never as it should be. Instead, focus on working with what you do have.
- Consider that maybe this is your fault. Then consider how to fix it. Don't blame others for things that you can control, or you surrender your power and control, and feel that the entire world is against you. You're better than that. Take responsibility for your own actions.
- You can't read minds. Even if you think that you are psychic, you can't read the minds with any degree of accuracy. Don't assume what others are thinking. Ask yourself, "Do I know for sure that that is what he

thought?"

- Things usually don't deserve as much energy or time as you dedicate to them. Consider scaling back and toning down your emotional response to things. Some things are really rather silly, and you can safely let go of them.

Question Yourself

First, you should identify the line of thinking that you don't need. Ask yourself some questions to figure out what you are thinking wrongly, and how you can change your thinking to accomplish your goal.

"Why do I think this?"

"Could I be wrong?"

"Could I possibly let this go?"

"Am I thinking of how this should be, or how it is?"

"Am I blaming others? What could I do to change this situation?"

"Am I focused on the present? Or on the past or future, which I can't control?"

"Do I have any proof that this is what he thought, or am I mind reading?"

Ask yourself these questions and write down the answers in a CBT journal. When you ask these questions, you can pinpoint where your thinking is going wrong. Then you can become constructive about changing your thinking. Find more helpful thought patterns. Then, write them out. At the end of the session with yourself, document how much better you feel, now that you have found a new way of looking at a situation.

In therapy, therapists will ask you these questions to make you reconsider your stance and perspective on a situation, relationship, or person. You can become someone's therapist in Dark CBT, for good or for evil. When using Dark CBT, you want to ask your subject the same types of questions. Ask him questions to make him doubt the correctness of his thinking and to nudge him in the direction that you desire. Change his perspective by pointing out that he could approach something a little differently in his mind. You would be amazed at how sensitive people are to suggestion and at how easily they will adjust their thinking with just a little bit of help.

Goals

CBT is goal-oriented. There should always be some end goal. Usually, when using this therapy, a person will set a goal such as, "I

want to stop being so unhappy" or "I want to solve this problem that I have in my life" or "I want to stop self-medicating and become healthier by learning healthier coping skills."

In Dark CBT, however, the ball is in your court. You can set whatever goal you wish. Just make sure that this goal is very clear so that you can understand how to take steps toward achieving it.

There always needs to be a set goal for CBT to be effective. So when you decide how you want to change someone's thinking, you need to choose exactly how you want to change it. You want to outline what you want to see happen. Then, every day, you must make work toward that goal with the subject.

Your subject also needs to be clear. You want to keep your target in sight. Running CBT takes a lot of dedication, so ideally your subject will be someone with whom you spend a lot of time. Of course, you can use Dark CBT on anyone, but you will have a more permanent and lasting effect on someone if you can use Dark CBT on him over a long period of time. It takes a while for CBT to stick and totally alter someone's personality.

Dark CBT Principles

Ask Questions

The minute someone starts to think something that you don't want, you can use a line of questions to nudge his thinking in a different direction. Think of the questions outlined above and adapt them to fit your unique situation.

For instance, if you are trying to make someone think more negatively and hurt her self-esteem, you might hear her say, "I feel really good about this! I think it might go well." Ask her, "What makes you think that this will go well? Have you entertained the possibility that it might go wrong? Are you prepared for things going poorly?" You chip away at her self-esteem while appearing like you are simply caring and trying to keep her from getting crushed. Beautiful.

Now let's say you want to motivate a co-worker to do something for you. Right now he is very negative about doing it because he is lazy and doesn't want to expend the energy. He doesn't see a significant reward waiting for him at the end of his work, so he is iffy about doing it. So you can easily ask him a line of questions to make him feel more enthused about doing the work. Ask him things like, "Don't you want to take credit for this work? Don't you want recognition from your boss?" Make him see the positive and the benefits that he will receive from doing what you want.

Encourage Cognitive Distortions

Typically, CBT strives to change cognitive distortions into more positive thinking patterns. But you can reverse this to cause emotional suffering in someone. Try the very opposite and suggest lines of harmful thinking to someone. Encourage someone to adopt cognitive distortions. You can really make them miserable if you distort their thinking and make them start to think in unhelpful ways.

You can work someone into a state of extreme anxiety by encouraging him to catastrophize. Suggest the worst possible outcomes in the guise that you are looking out for him. You don't have to even be obvious about it. Just expose him to ideas. For instance, if he's about to take a flight, expose him to a plane crash movie and casually discuss extreme flight delays.

You can make someone pessimistic by always pointing out the negative. You can also discount the positive, making him learn to do the same. Set a model for negativity that will bring him down all of the time.

When he is feeling positive, you can ruin that by warning him not to be too "black and white." Pretend that you are trying to help him out and spare him disappointment. Teach him to abandon a cognitive

distortion in favor of an even more harmful thought pattern. Tell him, “There is always a negative or a con to every situation. Don’t assume that everything will be great.” This will teach him self-doubt and uncertainty.

You can also make someone start to catastrophize. When a situation is small, add drama and excitement until it blows up into something huge. Cause someone to get upset over nothing. You can pretend like you are simply being a concerned friend so that you don’t get into trouble with your subject.

Of course, you don’t always have to teach someone to be negative. You can also teach someone to be more positive if it behooves you. The more you question and challenge his thinking, the more control you have over his mind. Then, you can mess with him and make him think positively or negatively as it suits you. He will rely on you for direction and permission on how to think. He will look to you for affirmation and validation because he can no longer trust himself. He will need you to guide his thinking for him. This is great for you, because it means that you are in ultimate control.

Remember that over time, you will make a thought pattern a habit. If you keep exposing or training the person to take on that

thought pattern, it will stick. How someone thinks directly impacts his personality, so you can change his disposition and nature very dramatically. You will make him more positive or negative. It will take a long time for him to revert back to his old thinking and he may never be the same.

Stir up Doubt

Most people are pretty comfortable with their thinking styles when they reach adulthood. You can really mess with someone's peace of mind by calling his set thinking style into question. You will disconcert him and also confuse him. You will plant seeds of doubt deep in his mind, which may bloom into self-hatred, depression, and other such issues.

When someone says something, you can challenge him every time. This challenging will make him wonder if he is right in what he thinks. It will spark doubt. Let's say he likes to over generalize and say things like "Everyone likes me!" Ask him if he really thinks everyone does, since it isn't feasible for him to know everyone in the world. Make him really doubt what he says and watch what he mentions to you because you always have some sort of challenging retort.

Bring Up Memories

If you know that someone has a bad memory that he needs to work through in order to become healthy, you can challenge his progress and healing by exposing him to the memory. He can't heal if he continues to be exposed to the pain and strife of a traumatic event.

There are numerous ways to expose someone to a horrible memory. Scents are one powerful thing that transports people into their memories. If you know the scent that reminds him of someone, such as a particular perfume that reminds him of his ex, then wear that scent around him or spray it in his home or office. He won't know why the memory comes flooding back and where the scent is coming from.

You can also use images related to what happened. Leave a magazine open to an image where he'll find it or show him pictures on your phone under the guise that you want him to see something cool.

Or keep mentioning the name of a person who traumatized him. You can pretend to not know what really happened so that he can't blame you for trying to remind him of the past. Act like you just know this person and want to talk about him or her, innocently.

Another thing that you can do is pretend to be someone's friend to the point where he confides painful memories in you. Then, when

things turn sour or the proper time comes, you can bring up these memories. Use them as weapons. Only do this when you are more than ready to end a relationship with someone. There is no going back if you shed all discretion and make it obvious that you are trying to hurt someone.

Chapter 5: Manipulation and Persuasion to Get What You Want

Manipulation literally means using something as a tool to suit your own purposes. The act of manipulating others typically involves using other people as tools. You can't have remorse or shame if you want to be a successful manipulator. You need to view people as pawns that you move around the board game of life. People are very useful; why not use them?

Manipulation has a bad reputation. It's a dark art because it involves making people act against their will or without their knowledge. Nevertheless, this does not mean that manipulation is always used for bad. Sometimes you might use manipulation for positive purposes, such as causing people to make wise decisions. It can benefit the person that you are manipulating as well as yourself. Sometimes manipulation only benefits only you, but it does not harm the other person. You don't have to use manipulation to hurt others, though it is certainly useful in that respect. Manipulation is a valuable skill to possess because it really helps you gain the upper hand and get

what you want. It enables you to use people to their full capacity to further your own goals and aspirations.

It is crucial to be sneaky when you manipulate others. People hate being manipulated and made to do things that they do not consent to. But keep in mind that most people have manipulative tendencies and manipulation is far from rare. Therefore, you are not a bad person for using the manipulation tactics included in this chapter. You are simply going after what you want. That makes you powerful and even positive. Just make sure to hide your manipulation attempts and disguise your intentions. Otherwise, people will judge you harshly and get mad at you. You can lose friends left and right if you gain the reputation of a manipulator. We talk more about hiding your manipulative tendencies and actions in Chapter 8 and Chapter 10, but we talk a little about this in this chapter too.

So let's delve into this fascinating and useful subject, shall we?

Make Someone Your Pawn

You can't just manipulate people with whom you don't share a rapport. You have to build a rapport and prime your subject before you can successfully manipulate him. This means that you need to form some sort of relationship with the person. Using a combination of

psychological tricks, you can make a person weak for you. Your subject will be willing to do anything for you if you break down his mind and soften him to your attempts at manipulation.

Priming is best achieved through emotional manipulation. You want to play with someone's emotions. The first step is to make someone feel great around you. When someone likes you, he will be more open to your persuasive attempts and will want to please you. He will want to spend time around you because you make him feel good. This time enables you to get your hooks into his mind more successfully. So start with meaningful flattery. Observe your subject to see what means a lot to him. Then compliment him on the things that he values and cares about. For instance, if he loves sports and plays softball on the weekends, talk about sports with him and compliment his pitching techniques or his athletic physique. Over time, he will become increasingly attached to you.

Next, start the emotional roller coaster. As you get to know this person better and make him feel more and more attached to you, start to make him doubt his self-esteem. You can do this by finding things that he is guilty about, or making him feel guilty about things that he does. Always play the victim and make him feel like a terrible person. It's possible to pout like a child but it's even better to act like an adult

and pretend to get very hurt about small things he does while telling him that you forgive him. You will look better if you pretend to be an adult who always takes the high road. He will become even more infatuated with you and may start to admire you.

Guilt is very powerful. But so is self-doubt. Plant seeds of doubt in his mind so that he feels insecure. Make him start to hate his friends and family by telling him about horrible things they do or say so that he doubts his social support network and his value to other people. Cause him to question his abilities and skills by saying things like, "You know that you're not good at that!" or "That's not one of your strengths." Tell him that you are simply opening his eyes to his inabilities so that you can protect him from the pain of failure or the pain of being around his hurtful loved ones. Then follow each little insult up with compliments. This will make him very confused. He will start to doubt himself and he will believe what you say because he is attached to you. People are quite sensitive to suggestion, so this method works incredibly well. Meanwhile, he still feels like you are a nice person who cares about him. He won't be ready to end all contact with you just because you insult him from time to time.

You also want to provide him with multiple rewards for what he does for you. When he pleases you, show it and lavish him with praise

or favors. Also do favors for him and provide him with lots of services or support so that he is more open to doing favors for you. This is the basic principle of reciprocity, where people like to return kindness and favors that others do for them. You can use the things that you do for him as a bargaining tool. Call on him to return a favor sometime, and he will likely be willing to reciprocate. If he is not willing, guilt him by reminding him of a favor you did for him a while back.

The final part of priming is making someone doubt his sanity and perception. Tell him how he is wrong and come up with convincing arguments as to why. Inform him that he is making things up or misremembering things all of the time. Over time, this will chip away at his security and certainty in his own mind. This method is known as gaslighting, and it is one of the best ways that you can prime someone. Don't take gaslighting lightly. You can use it to totally drive someone crazy over time. It's actually a great form of psychological warfare against someone close to you.

Even if you care about someone, you can still prime him without hurting him. Make him dependent on you so that he never leaves your side. You don't have to be romantically linked to someone to accomplish this sort of dependency. Just offer him something that he can't get anywhere else. Make yourself very useful to him and bolster

his ego so that he relies on you for his happiness, convenience, or even financial stability. Disable his other forms of support so that you become the only person in his life. You don't necessarily need to use gaslighting, guilt trips, and other such methods to hurt him; being nice is enough to gain a foothold on someone for persuasive methods. As a friend, lover, or even co-worker, you can accomplish this priming at varying levels. You can do it lightly to someone whom you want to manipulate only slightly. Or you can do it very heavily to someone whom you want to use for life.

Get a Good Read on Someone

There is another side to priming that you really need to take into account. This side is reading. To manipulate someone, you must get a good read on someone. Natural manipulators are adept at reading people at a glance. If you are not so good at reading people right off the bat, then you can use time and priming to get a good read on your subject.

Basically, you want to get to know the person very well. Listen to everything he tells you and glean his speech for potential emotional weapons to use against him. Anything he confides in you or accidentally reveals to you can be turned into a weapon at any time.

Save these weapons in your back pocket for when you need to use them.

What are the best emotional weapons? Guilt is probably the most powerful one of all. People hate feeling guilty. So find out things that he feels guilty about.

Also find out things that he loves or cherishes. You can give him these things to make him happy and reward him for his work for you. Or you can cripple him by destroying these things. Love and passion give people power and a will to live. Taking these things away can crush a person. Try to become the gatekeeper of the things that he loves so that you can gain ultimate power over him. For example, bar his access to his loved ones and pitch a fit when he talks to people that you don't approve of, but let him talk to the people he loves whenever he does what you want.

Another way to use what someone loves against him is to trivialize things that he cares about. If he says how much he loves a dish, tell him how it is really not that good. Ruin the small things that he loves. Then you can move on to bigger things. Also, trivialize his opinions. All people love and value their own opinions and believe that they are right. If you make him feel stupid for having certain opinions,

then you will be able to chip down his self-esteem and make him doubt his rightness. Make him feel small by trivializing him in every way possible. Eventually, he will come around to your way of thinking and will love only the things that you love because you have made him abandon all that he loves. You will make him feel small and stupid so he will look to you for validation and approval in order to repair his damaged ego.

Trust is a great weapon that you can use. Most people desire to be trusted. You can tell him that he is not trustworthy because of various things that he has admitted to. Then make him do what you want for the sake of winning your trust. Let's say you're dating a guy and you want to manipulate him. Tell him that you don't trust him because he admitted to cheating on his ex. Tell him that you worry he will cheat on you. Or claim that you have been cheated on, so now you have trust issues. This way, he will want to win your trust. He will jump through hoops to make you trust him, including cutting off people you don't like in his life. You can make him cut off female friends and friends who encourage him to drink and have a good time without you around by saying that you feel threatened by these people.

You can also use his reputation to manipulate him. He wants to be liked by others, so you can use that as a weapon. Tell him, "If you

do that, everyone at work will hate you. You don't want that, right?" Most likely, if he's a normal person, he will agree that he wants people to like him so he will reconsider doing anything that might damage his reputation. Encourage him to do things by saying that it will gain him favor with different key people. One great way to manipulate co-workers is to give them "tips" on how to please the boss and possibly earn raises or promotions.

Insecurities are fantastic weapons. Whatever hurts him will become apparent rather quickly as you get to know him. Some people are so obvious about their insecurities that you will be able to read what they hate about themselves right away. When someone becomes quiet after a certain subject is brought up, you can bet that he feels insecure about that subject. You can also guess what bothers him based on blatant flaws that he has, such as excessive weight or a poor relationship with his wife. But mainly, you will learn his insecurities by listening to him. Listen to what he talks about and notice the things that seem to bother him or that he complains about. These insecurities are things that you can bring up at opportune moments to hurt him. You can also urge him to do things to atone for what he lacks, or to fix a flaw that he perceives in himself. In addition, you can plant new insecurities in his mind by casually mentioning flaws that you notice

in him or saying nasty things to him about himself during arguments.

Finally, his level of affection or even love for you is a powerful weapon. This is why friends or lovers will say things like, “If you really love me, you won’t do this.” This is also why people like to threaten to leave. You can threaten to withdraw your love from him to goad him into action.

Play the Victim

Playing the victim is your number one “get out of jail free” card in life. If you become adept at playing the victim, you can pretty much justify anything that you do and make your subject feel terrible about anything that he does.

First of all, you want to believe that you are the victim. You can accomplish this by rationalizing things. Use your conscious processes to justify your actions. Think of ways that others have wronged you in order to excuse your actions. As long as you believe that you are the victim, then you won’t feel guilty about playing the victim card.

You also want to establish your innocence and vulnerability. You want to appear like an innocent victim being harmed by life so that others feel sorry for you. Tell people sob stories about how the world is against you. Make sure that your situations are not self-imposed so

that others don't get irritated and think that you just blame others for your own problems. A good example of this is talking about how you were abused as a child so that you can explain why you have difficulties picking good love partners and healthy friends now. This excuses your actions and makes you seem like a victim who cannot control your own mind or help yourself. Strike sympathy in others so that people want to support you.

When your subject does anything that you don't like, play the victim card. Show him how deeply he has hurt you. You won't accomplish this by pouting, giving him the silent treatment, or throwing a wild tantrum. You will enjoy way more success playing the victim card if you appear mature and calm about something. Inform him in a steady voice that he has hurt you. Offer him consequences for his actions that he won't like. Say that you feel the need to protect your heart and your interests from him. Also, make him feel like a monster by continuing to appear like a saint who never does any wrong. You don't want to do something wrong to him that he can use as a weapon against you when you play the victim card.

Let's revisit cheating in a romantic partnership. If you want to prevent him from cheating, you can play the victim card when he talks to or looks at other women. But be very cautious that you never do

anything with another person that makes you look bad. If you do cheat, make sure that he never, ever even suspects you of what you did. Never let him access texts or social media posts that he can use against you, or your whole victim plan will fall apart.

You can also very effectively play the victim card by telling other people what he does to you. Act as if you aren't complaining about him. Just casually mention things that he does that are abhorrent. Blow what he did out of proportion to make him seem terrible, but don't make it obvious that you are trying to complain about him. Instead, make it seem like you are the victim of his actions and you don't realize that you have been terribly wronged. Other people will become shocked and even outraged that he would do this to poor little innocent you. They may even become your soldiers, confronting him and making him feel guilty.

Guilt is your best trump card. Use it well. But also use it wisely. Playing the victim card too often will wear out its power.

Dr. Cialdini's Six Principles of Influence

You can use the Six Principles of Influence to influence any person to do what you want. These six principles are the foundation blocks of persuasion and manipulation. Keep them in mind and use

them to gain influence over others. You can get what you want by using these principles.

The first principle is the reciprocity that we already discussed. Basically, you want to make people feel as if they owe you. Do favors for people so that you can call on them later when you need something. Appear very warm and generous so that others want to do things for you.

The second principle involves social proof. You basically want to be well-liked. The more popular you are, the more influence you have. Other people will back you up if you are well-liked. And new people that you meet will want to do things for you to gain your favor, since everyone else likes you.

Commitment and consistency is the third principle. People tend to stick to things that they know. They like consistency. So you can appeal to someone by asking him to do something that he already does. This works well in sales – if you have a customer who always likes the same types of products, you should target him with similar products. Brand loyalty is built upon this principle.

Authority grants you a lot of influence. If you appear like an authority figure, others will do what you say. The infamous Milton

Prison Experiment is a classic example of how people are willing to obey authority figures to great lengths. Appear like you know what you are doing and be bossy. People will believe that you have more power than you really do if you act like it.

Scarcity is where you can essentially scare someone into action. Let your subject know that something is in limited supply. He will jump into action to get it before it runs out. This is the principle at play when TV commercials command you to act fast before supplies run out.

Liking is the final principle. This is where you want to make people like you. Being a kind, sincere person (at least on the outside) can make others want to do things for you. Also, appearing warm will make people like you. Approach someone with a proposal or favor in a warm room or offer him a warm drink to give the impression that you are warm. Use light touch, such as an arm brushing during conversation, and lots of eye contact to establish a bond. In Eastern cultures and some Native American cultures, eye contact and touch is not encouraged, so instead you want to appear deferent and deeply respectful at all times, keep your hands to yourself, and avoid eye contact.

Denial

Denial is extremely powerful. People don't want to believe things that hurt them. So they put up fronts and convince themselves that reality is just peachy. You can use denial to your favor when you are manipulating someone.

One way to use denial is to justify your own behavior to yourself. You won't be a great manipulator if you feel bad about what you're doing. You need to justify what you are doing to yourself. Denying the level of depravity that you have sunk to is a great way to do this.

Another thing that you can use denial for is manipulating your subject. Use his own sense of denial against him. Tell him that he is in denial about things to convince him that he is in the wrong. Make him think that you know him better than he knows himself. That will make him rely on you yet more for affirmation and validation of himself. It will also make him start to doubt himself and wonder what it is that he is in denial about.

Finally, denial is great for defending yourself. Vehemently deny any and all wrongdoing. Should someone accuse you of being less than upfront and trying to manipulate others, deny it. Never admit to any wrongdoing. You want to appear like you have done nothing wrong.

This will make your subject believe it. If you stand steadfastly beside your innocence, you will appear more innocent. Eventually, your subject may cave and rethink his accusations. He may even stop suspecting you of any wrongdoing. Use this opportunity to convince him that he is just seeing things or being too sensitive or thinking of a past friend, lover, or family member who was manipulative to him. Tell him that he is projecting stuff onto you and that it isn't fair to you. Again, you want to whip out that victim card and even convince yourself that you are a victim. This makes the denial even more complete.

Chapter 6: Fly Into Their Minds with Kamikaze Mind Control

Kamikaze mind control is a way to fly straight into someone's mind, creating the havoc that you desire. You can brainwash someone and gain complete control over his mind relatively easily. You can plant ideas into someone's head to direct them to do what you desire. And you can do all of this so sneakily that you never get caught. Blowing your cover can jeopardize the entire mind control mission, so you have to be stealthy about it.

Mind control is not like in the movies. You don't need to coerce someone into hours of hypnosis and other methods to get into his head. You just need to use subliminal tricks to sneak into his mind. Over time, you can effectively change his style of thinking. It can take a while to train someone to think in a new way, but you can achieve effective mind control just once on a victim, too.

Mind control is also not always used for evil. You probably won't be able to brainwash someone into assassinating your boss at your job. But you can get people to do what you want and to think in ways that

are convenient for you. You can use mind control for good or evil. Mind control is far from ethical and most people won't agree with it. However, if you are discreet, no one will know. Then you can get away with it and the questionable ethics of it.

The Power of Subliminal Messaging

Subliminal messaging is beautiful because it is so subtle. You can plant ideas into someone's head and influence someone without even appearing like you are the one behind it. Subliminal messages typically involve a flashing image or sound that reminds someone of something. These messages are usually hidden and occur so quickly that people are not consciously aware of them.

Subliminal techniques work great in advertising. A company can just briefly flash an image and suddenly customers start thinking about their products without knowing why. They don't realize what they have seen because it happened so fast, but some part of their brains processes the image. You can use this concept to your own advantage by flashing images, sounds, or other sensory stimulus in front of people to put an idea or desire into their minds without their knowledge. You essentially get away with murder when you use subliminal messages.

Say you want to seduce someone. You can very briefly flash a pornographic image or play a millisecond of a recording of a woman or man moaning sexually. Suddenly, this person wants to have sex.

You can also expose someone to the smell of Italian food. Suddenly, he will want to go to your favorite Italian place when he wanted Mexican earlier.

Gain mind control over people by using subliminal techniques to influence their thinking and feeling. You can also take a step further by conditioning a person by exposing them to some sort of stimulus that triggers them to perform an action and receive a reward from you. Then, flash this conditioned stimulus around the person briefly to cause him to perform his trained response. We already talked about this a little bit in the chapter on manipulation and persuasion and in the section about Pavlovian conditioning.

Brainwashing

Brainwashing is the process by which you change someone's thinking and make someone believe what you want. You can turn someone into your mental slave over time if you perform enough psychological abuse and manipulation to make the person completely rely on you.

To start brainwashing, you need to start with a blank slate. This means that you need to destroy someone's sense of identity and perception of the world. You can do this by repeatedly gaslighting someone, making him doubt his perception. You can also make little hurtful digs and jokes to uproot his self-esteem and plant insecurities within his mind, while also complimenting him and building his ego up so that he relies on you for his self-esteem. Confusing and hurting someone will debase his sense of identity, but making him feel good also enables you to keep him around and make him dependent on you. Isolation is also a great way to strip away someone's identity. Use isolation to keep him from being around people who reaffirm his identity and make him feel secure. Slowly remove him from his friends and family so that he has no support to keep him anchored in his sense of self.

Once you have someone feeling crazy and full of doubt, you can start brainwashing him. Challenge his way of thinking by questioning him. When he says that he likes something, tell him that it sucks. When he hates something, talk it up until he likes it too. Prove to him that all of his opinions are wrong so that he eventually comes around to your way of thinking. Be very persuasive and persistent. Over time, you will eke yourself into his mind, making him what you want him to

be. You can effectively destroy his old self and recreate him as you see fit.

Exposing someone to something over time will also make it seem normal to him. He will eventually start to accept it as a part of his reality if he is exposed to it enough. Just exposing a person to a violent movie has been found to cause callous behavior and less empathy, indicating that you can very easily influence someone with even just some slight exposure to something. Change his lifestyle or way of thinking by exposing him to the differences you want to see in him. This could be used for good – you could expose someone to more positive thinking or a healthier lifestyle to encourage him to do better for himself. Or you could use it for evil and make him accept dark thinking, low self-esteem, violence, drug use, or other such bad things into his life.

In time, you can totally transform a person into someone entirely different. Think this extreme form of brainwashing is not possible? Consider Charles Manson, who was able to convert some of his disciples into murderers in a matter of days. Also think of abusive relationships, where the victim becomes someone entirely different in a matter of months and tolerates abuse because he or she believes it is really love.

Mindwipe

Mindwipe is the process of wiping thoughts or memories from someone's mind. While it is far from easy, you can find many practical uses for it. You can erase shameful memories from someone's mind and rebuild your reputation. You can also make someone misremember things in order to cover up your own tracks when you lie. Basically, you can pick and choose what you want someone to remember. But understand that wiping someone's mind is not always easy.

One effective way to erase memories is to prevent them from becoming memories in the first place. You can accomplish this by interrupting someone's memory-making process. Interrupting the memory before the brain can process it is a great way to disrupt the formation of the memory. You can use distraction and interrupt someone's attention by exposing them to an even more vivid, violent stimulus, such as a loud noise or a gruesome scene on TV. Doing this will distract the person and tear his attention away from the occasion that you would like him to forget.

Another way is to use certain drugs to interrupt memory formation. Heavy alcohol use can impair someone's memory fairly

well. So can rohypnol, more commonly known as roofies. Powerful drugs like Trazadone, Triazolam, Xanax, and Diazepam can knock someone into a deep amnesiac sleep, which will delete all short-term memories.

You can also erase the associations that trigger memories. People tend to link memories to simple items, sights, sounds, or scents. Identify a source that bring up memories for your subject. Then focus on training him to stop associating this item or stimulus with the memory. Create new memories or tell him to think of different things when he sees the object or stimulus in question. Breaking this association can take some time.

Over time, you can also train someone to repress a memory. The conscious mind is actually quite talented at suppressing memories. It is a defense mechanism that the human brain is very good at. Encourage someone to work on suppressing a memory. Teach him to think that this memory does not serve him and that it is best if he forgets it. It may or may not work because it takes the subject's cooperation. In addition, a repressed memory is never truly erased; it is always there, lingering under the surface of someone's consciousness, and may resurface eventually.

Thought Control

Controlling someone's thoughts is possible through various methods of influence. Basically, you want to train someone to think differently. When someone has a thought that is not desirable to you for whatever reason, you can redirect his thoughts. Consider using Dark CBT and ask him a series of questions to make him doubt his thinking and redirect it in the direction that you want. Or use NLP to lead him down a different line of thinking. Subliminal messages can cause him to suddenly change his mind about something. The different forms of psychological warfare we cover in this book can also be used to strip down someone's ego and make his thoughts about himself far darker. Thought control is possible through all of the techniques discussed in these pages.

Hypnosis

Hypnosis is portrayed in an often comical way in movies and old 1970's action shows. But in reality, you can't really make someone into a zombie with the snap of your fingers. However, that does not mean that hypnosis is not an extremely powerful way to make someone do what you want.

Hypnosis works by tapping into someone's subconscious and

planting ideas there. When you get someone into a hypnotic state, he will be more receptive to your ideas because the barrier between his conscious mind and subconscious mind will be shut down. During the hypnotic state, you can tell someone what he should do. You can also force his brain to form an association between what you say and a trigger, such as a sound or song or even a finger snap.

But there's a catch. You can certainly use hypnosis to plant ideas in someone's mind. You can convince someone to quit smoking, for instance. However, people will not do things that go against their inherent natures. So say you are trying to accomplish something really evil and get a guy to assassinate the Malaysian prime minister, like in the Ben Stiller comedy *Zoolander*. If you try to hypnotize a person with homicidal tendencies and you tell him to kill the prime minister, he may just do it. If you try to hypnotize a nice pacifist who wouldn't dream of killing someone, you might not have such great luck. His conscience will override your hypnotism and he won't be able to bring himself to do what you want. So if you want hypnosis to work, you must find a person who is already open and susceptible or capable of what you are asking.

The best way to hypnotize someone is to put him in a situation or environment that is very relaxing. Disarm him by relaxing him. Speak

to him in a soothing voice that lulls him into a state of quiet. Ask him to focus on his breathing and say that you want him to relax. If he is stressed out, this will work out because it will seem like you are simply trying to help him relax. You can even tell him that you want to try hypnosis on him to help him let go of stress and relax deeply.

Ask someone what his goals are for hypnosis. You can also set your own goals. Try to get your goals to mesh with his for the most successful hypnosis session. Guide him to do what you want by disguising your goals within his. Maybe you want him to quit smoking, and he wants to learn to handle stress better. These two goals work together seamlessly because they are related. You can use his goal to encourage him to adopt better stress coping mechanisms and to quit harmful coping mechanisms, such as smoking. That allows you to achieve your goal while making it seem like you are only working on helping him achieve his goal.

It is also a good idea to get to know your subject at this point. Ask him what he is afraid of, for instance. Then avoid mentioning those things. Fear will cause him to shut down and panic, ruining the trance state that is so essential for hypnosis to work.

Once your and his goals are solidly defined, you want to induce a

trance state. You can do this by speaking to him in a low, soft voice. Start commanding him to sink deeper and deeper into a trance state. Say things like “Let my words wash over you like a slow ocean wave. Let them sink into like warm, comforting water.” Again, remember to find out what your subject is afraid of. If he had a drowning experience or is terrified of water, you don’t want to use a water metaphor. Find a metaphor that will be more comforting to him.

Lull him deeper and deeper into the state with your words. Tell him to relax his shoulders and command him to let his eyelids grow heavy. Some people use methods like tapping a person with their fingers or swinging a pendulum in front of someone’s eyes to lull them into hypnosis. You can tell that someone is in the hypnotic state when his head starts to droop and he starts to mumble. His body will be totally loose and he will speak to you in a distant tone. When he reaches this state, it means that he is totally receptive to your message.

Start by repeating the goals that you set at the beginning of the session. Then ask him a few questions, such as his name, to make sure that he is still aware. Repeat the goals.

Then bring him out of the state slowly. Tell him to begin waking up. Lead him through the different stages of waking up and command

him to become aware of his surroundings again. You can also train him to wake up and enter the hypnotic state at the trigger that you choose. Usually it takes more than one session to train someone this way, however.

Now it's possible to be a little more clandestine about hypnosis. Say you want to hypnotize someone without letting him know that you are doing it. You can't bring someone into a deep trance state necessarily, but you can start to command him to think along certain lines. Using a firm yet relaxing voice, start telling him what to do and what to think. You can also expose him to a stimulus of some sort, such as a sound or scent, and then start working on commanding him to relax. This stimulus will create an association after repeated exposures, which will make him instantly enter the state and think of what you have told him to do in the past when he is exposed to it again.

Propaganda

You can use propaganda to change people to see your side and to champion your cause. The best form of propaganda stirs up fear in people and challenges their way of life, causing them to want to take action. Then you propose a way that they can change the fate that they

fear by encouraging them to take some sort of action.

Look at how political propaganda works. Fear tactics are the number one way that political ads target people. Around election time, you will notice ads saying things like, “So-and-so is about to defund schools! If you want your child to get a quality education, please don’t vote for this person!” The ads are always sponsored by the opposing party.

You can use similar tactics for your own personal gains. Tell people what they stand to lose and make sure that it is something they care about deeply. Then suggest what type of action they can take to make the fearful fate go away. Make people feel as if they are important and as if they can do things to prevent what they don’t want to happen.

You can also appeal to people and the things that they really care about. Kids are one way to really appeal to people. Urge them to take some sort of action by telling them how they will benefit themselves or their loved ones.

Propaganda can be spread in various ways. You don’t even need to reveal that you are the one behind the propaganda. Start sending out letters or flyers. Send chain emails that appear to be composed by

some organization or anonymously. You can even use the Internet. In fact, the Internet is one of the greatest tools at your disposal. You can expose people to messages quite simply using social media. Spread posts and videos that will influence people the way that you want. The sensationalism of the Internet indicates its power over people. People will believe almost anything that they see online, as proved by many social experiments where people spread false facts or celebrity death rumors online and had thousands or even millions of people believing them within hours.

Fake news is another way to garner the attention and action of vast amounts of people. This is a common government tactic, where the news is skewed to inspire fear in the population. People will start to act out against imaginary enemies based on the news that they see. You can use this to your advantage in many ways. Starting rumors of a company merger and possible layoffs may get your co-workers to work harder because they fear for their jobs, for example.

Chapter 7: Deception that Would Fool an FBI Interrogator

Understanding what gives deception away is an essential part of learning how to become a good liar. You can lie through your teeth, but it will create more harm than good if you don't know how to avoid detection. A good liar is able to act natural, but he is also prepared. He knows what to say and do when people try to detect his dishonesty. A good liar is also wise about lying. He thinks, why lie when he doesn't have to? Lying takes a lot of effort. He knows that if he conserves that energy for when he really needs it, he will be a better liar on the rare occasions when he lies. He also knows that he will earn an honest reputation and won't earn the mistrust of others.

So here are some tips on how to become such a good liar that you could even fool an FBI interrogator, who is an expert at catching liars.

Have a Reason

Lying all the time is no way to become a good liar. Sure, practice makes perfect, but when you lie a lot, you run the risk of getting sloppy. You damage your honest reputation. If you are a known liar,

no one will believe you. You're more likely to get caught in lies in the future if people suspect that you lie about everything. It is far better to have an honest reputation, where people think that you a good person who never lies. Then people won't have as much reason to suspect you of dishonesty.

Of course, this means that you should be honest more than you should be dishonest. Save the lying for when you really need to lie. Basically, only lie when you have a good reason to.

Weigh each situation in your head. What would the consequences of the truth be? You might make someone unhappy with the truth, but will that unhappiness go away? Is this something that other people can get over? Or will it ruin your reputation, your friendships, and more? If you have a lot to lose by telling the truth, still consider telling the truth. People will often forgive you for the truth. Lying makes things ten times worse. But if you absolutely cannot tell the truth, then you can consider lying.

The more you need to lie, the more likely you are to pull it off. You stand to lose a lot and you have great motivation for lying. Therefore, you will do your best to tell a convincing lie.

Rehearse

Before you lie, it is best to organize your mind. Get things right so that when you tell your tale, you won't mess up.

First, determine your target. Who are you lying to and why? What story will make the most sense to this person and minimize your risk of getting caught? Know who you will be lying to in order to design the best lie possible.

Second, think up a logical story. Fill in all gaps. Come up with lots of details to make your story believable. Think of questions or problems that others may bring up and come up with explanations. You may have to think fast but don't let that get you nervous. This is a chance to be very creative.

Next, practice your lie in your head so that you memorize it. That way, when you're on the spot being interrogated, you are prepared with what to say. You won't spend as much time scrambling to make up details on the spot and creating an incoherent story that gives away your deception.

Watch Your Tenses

Liars tend to mess up the tenses of their sentences when they are fabricating part of a story. When someone is reviewing true events that occurred in the past, they will naturally use the past tense. When they

switch to a fabrication, their brain suddenly is in the present, trying to invent a story on the spot. Thus, they start using the present tense.

Watching out for rapid and unexplained tense switches or jumps in conversation is a great way to spot if someone is being less than truthful. But you can also use this knowledge for your own excellent lying. Avoid detection by rehearsing your story beforehand and being careful to maintain the same tense.

Tell the Truth as much as Possible

Another great secret to lying well is to tell the truth…in a misleading way. The more truth that is in your lie, the easier it is for others to verify. You look more honest this way. You also can blame lapses in truth on faulty memory, should anyone find out about the bit of falsehood that you snuck in with the truth.

Lying by Omission

Lying by omission is one way to do this. You tell the truth, but leave out one key detail. However, you want to make sure that this detail is totally obscured. People know all about lying by omission. They will watch you for this. You need to have a good cover for the event that someone spots your omission.

When you omit part of a story, make sure that there are no

obvious holes. You want to make sure that the story connects. So when you leave something out, the story overall is still cohesive. You can make up a few details to bridge the gap.

Deliberate Misleading

How you word things is also a great way to mislead people without outright lying. You can use certain phrasing that leads people to draw wrong conclusions on their own. If they ever find out the truth and confront you for lying, you can say, “But I told you the truth!” Really, you did.

Deliberate misleading is a pretty advanced technique. Learning how to use language to purposefully mislead someone without getting caught is an art. But that’s why you’ve graduated to Dark Psychology 202, right?

The art of misleading requires you to make others draw incorrect conclusions on their own. Offering just a few certain words can make someone believe something that you are not really saying. People tend to draw ideas from their own biases. Knowing someone’s bias helps you figure out what conclusions they are likely to draw based on the language you use.

Here are a few examples that can show how misleading works.

From there, you can build your own misleading tales when you need to.

Someone asks you if a girl is your girlfriend. You like her so you don't want him to hit on her, but meanwhile she isn't yours. Instead of telling a direct lie that she is your girlfriend, you can just say, "We talk." That's so vague, but it means different things to different people. This guy will probably infer from it that you two have something going on.

Your mother wants to know where you have been. You can tell her that you went to a friend's house and then start talking about how your best friend Mark's sister kept saying something funny. She will infer from this that you were probably at Mark's house. In reality, you never told her whose house you were at.

Your boss asks why a project isn't moving forward. You honestly haven't had time to get it done, but you don't want to lose your job. So you say, "Events have transpired that making moving forward difficult but I'm on it." Your boss may guess that the events you speak of are hurdles that you encountered with the project. He won't guess that really these events are just personal events that have prevented you from dedicating your full time to this project.

True Details in a Lie

When you lie, you can still include bits and pieces of the truth. Pepper your lie with truthful details as much as possible. The more truthful details you can include in your story, the better. You want to avoid fabricating as much as possible. This is good for two reasons: the first reason is that the fewer untruths you make up, the less you have to remember. Making things up takes some energy and effort, so it's best to conserve that energy as much as possible. The second reason is that truthful details are verifiable. That makes it seem like you are telling the truth and nothing but the truth.

You can tell someone that you were at a friend's house. Then provide some real details about the house and the party that you heard through a friend. This makes it seem like you were actually there.

False Confession

Admitting to something embarrassing or revealing a secret can help confirm your innocence. You want to distract people and convince them of your innocence by claiming that you were doing something embarrassing and personal. You also build trust and create a false bond when you tell someone a secret.

Let's say you were in the wrong place at the wrong time. You

don’t want to admit to what you were really doing, so you make up something else nefarious that is a little less terrible than what you were actually doing. So you could say, “I was seeing my mistress” or “I was at the porn shop.” This embarrassing confession both explains why you were where you were and it makes others uncomfortable. They are less likely to press the line of questioning. They will also think that you are telling the truth, since the truth must have been hard for you to admit.

Posture and Eye Contact

Your physical moves are what usually give away your deception. Lying takes a lot of mental energy and emotional discomfort. This manifests in your eye contact, gestures, and movements. Physical clues that give away the fact that you are lying are usually called “tells.” Everyone has a tell. But if you want to avoid detection, you must never reveal your tell.

First, let’s look at some of the common ways that liars act when they’re trying to deceive someone.

- **Grooming:** Excessive grooming indicates that a liar feels dirty or bad subconsciously. He makes up for this by grooming his facial hair, straightening his tie or

clothes, cleaning his nails, or otherwise performing grooming gestures while talking.

- **Organizing.** Much like grooming, a liar feels disorganized when he lies. He attempts to make up for this by organizing the environment around him. He might straighten papers on the desk in front of him, for instance.
- **Lack of Eye Contact.** A liar who is afraid of giving away his deception won't want to make direct eye contact. He will look anywhere but into your eyes. He may become overly focused on a point in the distance to allow him to stall as he thinks of a story, or he may look to his right as he uses his imagination to come up with something.
- **Too Much Eye Contact.** The reverse of this is the liar who makes too much eye contact to convince someone of his honesty. Too much or too little eye contact is never good. Try to make a normal amount.
- **Stuttering.** As he stalls for time to think of a lie, he will stutter and use lots of meaningless filler words. He might even mumble, so that it's impossible to

understand what he says. There are just his ways of stalling for time and making it difficult to hear what he has to say.

- **Fidgeting.** Fidgeting denotes nervousness. A liar will fidget in his seat, pick at things, play with his hair, drum his fingers on the table, bite his lips, chew his nails, play with some small object like a paper clip, or some other nervous gesture. A good liar will be relaxed and calm.

Believe Your Own Lie

Why do people lie? Usually, people are inherently honest. But they will rapidly become dirty, rotten liars when they know that someone will disapprove of their actions. Keeping this in mind can help you become a better liar. Consider how you want to please someone. Then create a reality that would please that person. Believe in that reality. Strive to please them. This will motivate you to not only lie, but to lie well.

The key to lying is to become comfortable with it. How can you do this? One way is to make yourself believe your own lie. This is the trick that pathological liars use. They literally create false realities in

their minds to convince themselves that they aren't lying. Then they tell their false stories with conviction, as if their stories are real.

This ties into rehearsal. Rehearsing lies is essential to lying well. Rehearse your reality.

Avoid Common Phrases

A lot of people have common phrases that set off alarm bells. Learn these phrases so that you can avoid them. Here are some major ones.

"Why would I lie?" "Would I ever lie to you?" "Have I ever lied to you before?" These defensive phrases are telltale signs that someone is lying, so avoid using them. A liar wants to convince someone that he or she is being honest. An honest person doesn't have to do this. So don't dedicate too much time to convincing someone of your honesty. Rather, behave calmly, as if you are comfortable with the fact that you are telling the truth. People will be more likely to believe you. If you dedicate too much time to convincing someone that you are innocent, then you will provide a dead giveaway that you are lying.

Getting super defensive or indignant when people don't believe what you tell them is another form of subterfuge, where you are basically trying to distract from the lie. Don't get too defensive or

people will see red flags. Instead, act like your honor is everything to you and you are committed to convincing this person. How would you feel if you were actually being honest? Imagine that feeling and then channel it. Lying is a bit like acting. You want to act innocent and behave just as you would if you were being unfairly accused of lying. You might get adamant and emotional, but you're not going to act like you're offended. Convincing someone that you're not lying would be your priority as an honest person.

Don't Be Evasive

Liars are evasive of the truth. Therefore, they try to avoid answering questions. Their dodging of questions not only frustrated the person who is asking, but it gives away the fact that they are not comfortable with this conversation for some reason. Therefore, being direct makes you appear honest.

There are many forms of deceptive evasion. The most common is changing the subject. A liar will want to get off of the uncomfortable subject for fear of giving away the fact that he is being dishonest. As a result, he wants to switch topics as rapidly as possible. Beat the average liar's game by casually agreeing to remain on the subject. You don't need to keep talking about it, but as long as the other person

wants to talk about it, you can keep providing details and answering questions. A rapid subject change is always suspicious, so never do that.

Another form of evasion is being very vague. A liar will be vague to avoid giving away too many details. Details can get messy. But if you choose to be direct and provide lots of details, you appear honest. You set people at ease. Don't use vague language; stick to direct and clear terms. People will assume that a liar doesn't speak so directly and tacitly.

A common way that liars use vagueness is by using the passive tense. "The door got locked," is something a liar would say. But now that you know better, you would say, "I locked the door." Don't try to escape responsibility with passive language. Other people can see right through that ploy.

Liars will also use "softer" language to lessen the impact of what they did and ease the burden of their guilt. For instance, a liar might say, "The painting was taken," rather than "The painting was stolen." Stolen is a stronger word than taken so liars don't want to use it. However, you can stay a step ahead of most liars and use the proper terms for what you are talking about.

An evasive person will also try his very hardest to avoid talking about the situation that he is being dishonest about. He will do anything to dodge talking about it. Thus, he will try to evade answering questions by asking questions of his own, joking around, and otherwise trying to distract the interrogator. Distractions are one of the sneakiest forms of evasion. Staying on topic is a good way to establish the sense that you are telling the truth.

One way to spot a liar is when he or she tries a little too hard to be non-evasive and gets a little too involved. For instance, if there is an organizational investigation into a theft in the office, you can bet the person who screams the loudest about the theft is guilty. He or she thinks that by being very involved, he or she will seem innocent and will escape detection. But being too involved is very suspicious. You don't want to be evasive, but you don't want to be over-involved. Strike a rather neutral balance.

Commit to the End

It is a warning sign when someone accuses of you of lying and you get nervous and try to backtrack or change your story. If you speak with commitment and conviction, you will appear far more reliable. It is important to commit to following your lie through to the end.

Even if someone is suspicious of you, they won't be able to prove anything if you never break down and admit the truth or deviate from your lie. If you stand by your lie to the very end, you won't ever confess. People will become more likely to believe you. And people who don't believe you, well, there's really nothing that they can do. Don't let fear make you break down. Most people have no proof that you lied. And they will forget about it sooner or later. So stick to your lie and see it through to the end.

Traps to Watch out for

Deception is far from a new trick. People are used to being lied to and they can even sense when someone is being less than truthful. People have come up with many little tricks to test honesty. These tricks are good to know so that you can catch others in lies. But they are dangerous, because they can really hurt your chances of getting away with an untruth. Learning to watch out for these tricks makes you a better liar than most. When you are prepared, you can skirt around these tricks and convince someone that you are telling the truth.

Look Me in the Eyes

People know that if they act suspicious, they can make a liar

nervous. And a nervous liar is prone to slip up or give away that he or she is lying. One common way that people test your honesty is to ask you, “Look me in the eyes when you say that.” Your nervousness spikes when someone says this, right? That’s the whole point of the trick.

But you don’t need to balk at this anymore. Be prepared for someone to ask you to look them in the eyes whenever you lie. Being prepared and having a rehearsed response can save your butt when you’re lying. You are less likely to become shaken when you are not nervous. You also know just what to do and say, which gives you more confidence. If you have a rehearsed response, that’s what sticks out in your mind. You will be more likely to stick to your story and even believe it a little bit, so that it seems more truthful.

So what you should do when someone says “Look me in the eyes”? Do what good liars do and look him or her in the eyes. Even laugh a little, but not nervously. Then repeat your story, word for word. Don’t vary from the script, but change up words a little, so that it seems that you are speaking naturally and normally.

Volatile Conundrums

There’s a clever trap called a “volatile conundrum.” This is how people can catch you in a lie. Basically, when someone uses a volatile

conundrum, they will invent a story that makes you admit to lying. They ask you a question that throws you off and forces you to change your story, which can catch you off-guard.

The most common example of this trick is when you lie to your significant other about being at the movies. Your partner may say, "That's interesting that you were at the movies. I saw on the news that there was a fire at the theatre." If you're lying, this trap can make you really nervous. You don't know what to say because you didn't know that there was a fire. What if they made the fire up? What if there really was a fire? What do you say to explain what happened?

Before you make up your mind that you want to lie, do your research. For instance, if you are going to say that you went to the theater, make sure that there is no news about a fire in the theater. Also research the showings and the show times. Find out who all is going. That way, when you lie, you can avoid falling into the volatile conundrum. You can say, "There was no fire alarm?" Then you catch someone in their own trick. On the other hand, if there really was a fire, you already knew that and you can tell them a story about the fire alarm long before they even have a chance to ask about it. Include the fire alarm in your story when you tell them that you were at the theatre. "Man, I was seeing this movie with my friends, and a fire

broke out! We had to leave through the exit doors. It was pretty crazy. I was so scared that we would get trapped."

Asking you for Details

Asking for details is a great way to catch a liar. Liars don't like to create too many details. Details are hard to remember and can make a story messy. If you tell someone a detail and then forget it later, you might just reveal that you were lying.

You can counteract this by going against the norms of lying. Instead of shying away from details, have plenty of them rehearsed in your lie. Volunteer them as you tell your story. Be prepared to be asked more questions, and provide plenty of detailed answers. Then be sure to commit these lies to memory. You don't want to trip up later.

It is best to avoid details if you can. But being open to offering details is a great way to make yourself seem innocent of lying. You will seem more honest when you are willing to speak a lot and answer questions.

Chapter 8: Cover Your Tracks

The ultimate key to using Dark Psychology is to be discreet. You can't run games on people and trick people if you are obvious about it. You must hide your intentions and what you are really doing. This chapter is full of tricks on how to cover your tracks and maintain discretion well. You will get away with Dark Psychology using these discretion tips.

Being discreet is of utmost importance. People hate being manipulated. They prefer to be asked for things directly. When people are manipulated, they have no control. They don't know what they are being made to do. Therefore, you must avoid detection when you are manipulating others.

You also must avoid detection in deception. You can't get away with lying if people know you are lying, right? So being discreet is crucial. People cannot know that you are lying or you will have to reveal the truth. Deception itself refers to avoiding the truth and hiding your true intentions, so keep that in mind when you deceive someone.

You also want to avoid detection in psychological warfare. If you are obvious about what you are doing, people will be able to prepare defense strategies against your Dark Psychology tactics. You can field these strategies by being discreet. Surprise people with unexpected attacks. Defend yourself by hiding what you are really doing.

All of the brainwashing techniques covered in this book, from Dark CBT to Kamikaze Mind Control, also require the ultimate in stealth. People don't like being controlled. They want to control their own minds. Therefore, you can't let them know what you are trying to do. You must hide your intentions and your actions. Fortunately, mind control in itself is usually subtle and sneaky in its very technique. Subliminal methods are difficult for others to detect. But you still must be careful to never show your hand.

The best way to be discreet is to consider all Dark Psychology methods as part of a huge, clandestine poker game. Life should be a game to you, and people are pawns. You don't want to reveal your hand, or you will lose. You must keep a great poker face and keep your cards (which are really your Dark Psychology weapons) hidden. You must also play to win. Losing is not an option because there is a lot at stake.

What Happens when You Don't Use Discretion

Let's consider what you stand to lose if you lose at this great poker game of Dark Psychology. First of all, your reputation will become soiled. People talk. If someone is hurt or ripped off by you, he will become angry and tell others about what a manipulative bastard you are. People will stop liking you and they will avoid trusting you. Then you can't use Dark Psychology successfully on anyone ever again. Everyone will know what you are up to and they will have their guards up around you. You must make sure that you never gain the reputation of a manipulative bastard.

Second, you stand to lose relationships. If you are using someone, that relationship is beneficial to you. If you are with someone, either romantically or as a friend, and you use manipulation to get your way, you could lose that person and his or her value in your life. So losing these relationships will hurt you. You don't want to lose people or make enemies. You want to keep people on your side. So you must hide what you are secretly doing.

Finally, you will risk losing what you are going after. You are not using Dark Psychology for nothing, or so I hope. Dark Psychology entails a lot of effort, risk, and time. You are putting your relationships

and reputation at stake every time you use it. If you use Dark Psychology correctly, you can mitigate or altogether avoid these risks and get away with what you are planning. But if you don't use discretion, you stand to lose everything, including what you are going after. Dark Psychology is usually best when used as a last resort. Only use it when it's the only way to get what you want. If you mess up, you won't get what you want.

So you can see that Dark Psychology is a wonderful way to get what you want. But it does not come without risks. You must hide what you are doing and cover your tracks very well. Otherwise, you will never succeed. You will lose everything. And you can't afford to lose everything. You can't start over, again and again. So learn to cover your tracks using the tips in this chapter. Never forget to take precautions against detection when you are employing Dark Psychology on a victim.

Use Dark Psychology Wisely

It can be safely said that discernment is key to life. You must be discerning in all situations. Always be wise and avoid taking on too much or starting a battle that you can't win. This same advice is especially crucial to follow when you use Dark Psychology in your life.

You need to be discerning about when and where Dark Psychology is useful. There are times when Dark Psychology is either useless or unnecessary. Always explore alternative options before you commit to using Dark Psychology.

Dark Psychology is incredibly powerful. It is also almost always successful. You will enjoy great power and success when you employ Dark Psychology on difficult people in your life. But Dark Psychology is so powerful and successful, there are situations where it is overkill. You do not always need to hurt people with psychological warfare, manipulate someone into giving what you want, or lie to someone. Mind control is seldom necessary in real life situations.

Before you use the super powerful persuasion methods contained in this book, find out if you can just ask the person for something directly. You would be surprised at how saying “please” can get you what you want. Being direct will make you look like a better person. It will make people trust you, so that when you do need to use Dark Psychology persuasion and manipulation methods, people won’t suspect you of being manipulative at all. Try using more direct methods to get what you want first. Only whip out persuasion and manipulation when you know that someone will say no, or when you want something that no one will give you. Save it for a last resort when

you just can't get a yes to what you want.

Psychological warfare is an awesome way to crush your enemies. But some battles can't be won. Other battles just don't matter. Have you ever heard the phrase "Pick your battles"? This phrase is incredibly wise. Sometimes, you really don't need to exert the time and energy that it takes to win a fight with someone. Really look at a battle before you take it on. Ask yourself, "What will I gain from winning this? What do I stand to lose? Will this really matter in six months? Will I even remember this in a year?" If something does not really matter, don't bother with it. Let it go and move on with your life. You will feel a lot better if you drop stressful ordeals that don't matter in the long run. You also won't need to use the complicated Dark Psychology psychological warfare techniques included in this book.

When it comes to deception, it may be your initial reaction to lie. But keep in mind that when you can tell the truth, you should. It makes you more trustworthy and it helps you avoid the messiness of keeping track of lies. You need to work on deciding when and where deception is necessary. Usually, it is best to lie only when you stand to lose a lot by telling the truth. Telling the truth is best in all situations, unless the truth will damage your reputation or cost you something like your job, your friends, your family, or your reputation. So decide if

a lie is really necessary before you commit to one. Remember that lies are basically lifetime commitments. One lie may lead to more lies. It's a downhill slope once you start to lie. Is something really worth that kind of commitment? And will you lose more if you are caught lying than if you tell the truth? Think long and hard before you use deception.

Dark Psychology is best used sparingly. The more you use it, the more trouble you can get into. It also tends to lose its power the more you use it on someone. Save Dark Psychology for situations and people who are truly worth your dedication, who need to be controlled, and who stand to ruin your life otherwise.

Reserve Dark Psychology as a last resort. Or whip it out every now and then to gain control over a person, but don't use it every day. Don't employ it every day or you will start to get into trouble and gain a reputation as a shifty, untrustworthy manipulator.

Destroy Evidence

You should always destroy evidence. Or, better yet, leave no evidence behind. Evidence can be destroyed but destruction of evidence is often messy. You do much better if you never leave any trace of what you do.

Make sure that you never leave a paper trail. For instance, if you want to lie to someone, don't do it through an email where he can bring it up later. Instead, do it in person. Later, you can always claim that you said something different. There will be no proof.

Also avoid being recorded. People will do this if they feel that you are being untrustworthy. Make sure that he doesn't have his phone in his hand. He might be recording you if he holds his phone up when you speak.

Avoid having witnesses. When you want to talk to your victim, do it when the two of you are alone. Witnesses can be your downfall. You don't want others to remember what you really said or did. Be very cautious when speaking or doing things related to Dark Psychology in the presence of others.

When you use subliminal triggers, such as an online picture, be sure to delete that picture from your computer and your Internet search history. This way, you can't be caught later on. Any weapons that you use subliminally should later be deleted or erased.

Make sure that things can't be traced back to you. Say you use a high-pitched noise device to drive someone crazy. Have a company install it and use a different name to get it. Pay for it with cash. This

way, it can't be traced back to you. Cover up all trails that lead back to you. This will help you even if the law gets involved.

Evidence can be your downfall when you lie. That's why you want to follow the advice in the chapter on deception, to perfect details and make sure that your story makes sense. You want to make sure that nothing can prove you were making things up. Be as close to the truth as you can possibly be. Also make sure that there are no loose ends.

If you use any sort of weapon, device, or other physical item to run Dark Psychology on someone, don't keep this item in your possession. Get rid of it or destroy it for good. Being caught with something that you once used against someone can prove your guilt.

Never make the mistake of keeping a journal or log of your activities. If you do want to keep track of your lies or other Dark Psychology tricks with some sort of log, make sure that it is in code and locked away in a safe, or in a locked file on your computer. Use code words and don't make it obvious what you are talking about. Never share this log with anyone. If you can keep track of your activities without a log, please do so. Holding onto evidence or keeping journals have been the demise of many people.

Gaslight Somebody

You want to gaslight the hell out of people that you manipulate. That way, they doubt their own perception. Coupled with a lack of evidence, you can use gaslighting to skate around all types of detection.

We already covered gaslighting and how it makes people doubt their own sanity. Start using gaslighting early on in a relationship with a victim. Deny conversations that you just had. Claim that people are just imagining things. This way, you establish control over your victim's mind early on. This control will become very useful when you have to deny a serious accusation. Planting such doubt early on in a relationship can unsettle someone's faith in himself, enabling you to escape his accusations and convince him that he is just imagining things when he assumes that you are manipulating, lying, or doing something else wrong.

Make People Seem Crazy

In addition to making people feel that they are crazy, you should ruin their reputations. Make people look crazy to others. This ruins their credibility. When they try to accuse you of manipulating them or otherwise treating them badly, people won't believe what they say.

You need to start working on discrediting someone as soon as

you mark him as a victim. Show others the mistakes he makes or the flaws that he has. This way, others will start to disbelieve what he says. When he starts to accuse you of being a horrible person or doing something wrong, it will appear that he is not a credible source.

Provoke someone in small ways. Do something nasty in private before you go out with him so that he explodes at you in public. Do small, irritating things that others can't see so that he loses his mind on you when his temper finally snaps. Say and do things that trigger his temper, without being obvious about it. One good way to do this is to ignore him while he talks to you. Others won't notice that you are ignoring him, or they think that you are simply trying to avoid drama. He will look insane when he loses his mind in anger on you.

Also, point out the awful things that he does. Tell others about his faults and flaws. Make it seem like you are the fragile, innocent victim, when really he is the victim. The more hurt you act, the more people are likely to take your side. Reveal that he is a monster and you did nothing to deserve what he does to you. Others will start to take your side and think that he is a horrible person who doesn't deserve their support.

You can also admit to wrongdoing. But make it look like your

actions were somehow justified. Make it look like you didn't manipulate or wrong him deliberately. For instance, if you are dating someone, you can make it seem like he is abusive to you, and you felt like you had to lie to him just to escape his temper. Say that you cheated in order to find love that he can't give you. You can also make your actions appear innocent, and tell people that he is oversensitive and took normal things that you do too personally.

On top of ruining someone else's reputation, you need to build up your own. Appear like the most innocent, wonderful, good-hearted person in the world. Never do anything to make others suspect that you have a dark side. We cover this more in the final chapter, Chapter 10. When you have such a great reputation and outer image, others will not believe that you are capable of being destructive or awful.

Have a Great Defense Strategy

Operate under the assumption that you will get caught. Always work to build a defense strategy should someone ever catch you using Dark Psychology. Your defense strategy needs to make your actions look excusable and they need to make you appear innocent. They need to help you preserve your integrity and your reputation.

Create an argument to excuse and explain your actions. You may

need to lie. But you want to make yourself look better. Explain away what you did and why you felt that it was necessary. Present a convincing argument that you were doing what you felt you had to. Say that you were lying to keep your job to keep food in your kids' mouths, for instance.

If you can, deflect the guilt onto the other person. Cheaters do this often by telling their partners, "I cheated because you don't give me the love and attention that I need." Or bring up something bad that the other person did to put him on the defensive and distract him from what he is mad at you about. Guilt and shame are powerful emotional weapons that can really help you deflect attention away from yourself. They can also allow you to make a person feel as if what you did to him was deserved. Your ultimate aim here is to make someone believe that he deserved what you did to him and that you don't deserve punishment for what you did.

Sometimes, a blatant denial is a risky move. If the evidence is stacked against you, denial may not work. But if the evidence is sketchy and you know that your accuser can't prove that you did anything wrong, try using blatant denial in your defense strategy. Deny what you did and stand by your denial to the bitter end.

Trivialize the wrongness of your actions to make the other person feel dumb for getting upset and accusing you about something. Laugh at someone or tell him that what you did is not such a big deal. Say something like “You are way too sensitive!” or “You read way too much into this! You over think things.” This puts the guilt on him and makes it seem like what you did is not such a big deal. A lot of people will start to buy into your trivialization and shrug off what they were upset about.

A façade is even better. Lie and make it appear that things are not as they seem. Perhaps claim that you were doing something bad, but not what the victim is accusing you of doing. You can admit to lying, for instance, but don’t admit to manipulating someone. Or claim that you were really doing something innocent and it only appears ugly. For instance, claim that you were trying to manipulate someone in order to protect him from emotional harm that you foresaw. Create a façade that covers up the true intentions in your heart and the true direction you were going.

When you prepare your strategy, you may want to imagine different possible scenarios. Then create alternative strategies to back you in any situation. You won’t be able to prepare for everything, but you can come close. Pick the most likely scenarios and worry about

those. Don’t drive yourself nuts by trying to think of absolutely everything.

Chapter 9: Get Anyone to Like You

Human beings naturally want to be liked. It's a driving desire that all people share. It is important for humans to feel as if they are a part of something and accepted by the herd. This dates back to caveman times, when you needed the support of your clan to keep you alive. That instinct has not died with time. We still need other people. Recent studies have shown that positive human contact can boost your self-esteem and skin-to-skin touch can release feel-good hormones in your brain. Therefore, it is obvious that you need others to like you.

But there are multiple benefits to being well-liked. Not only does it satisfy your instincts and fill you with a sense of pleasure and fulfillment, but it can be very helpful if you have a network of friends to turn to in times of need. People carry you further in the world. They provide you with help and opportunities that normally you wouldn't have access to. The more people you know, the more successful you will be.

Being liked also bolsters your image. You can be much more persuasive if you are well-liked. When someone likes you, he or she

will want to please you. That enables you to find friends and get your way. And you won't seem like a jerk doing this, because people like you! People will do a lot for their friends, so the more friends you have, the more you can get from others. Reach out to others and don't just rely on yourself.

Other people will want to like you because people are trend-followers. When others like you, this increases the chances that more and more people will find you appealing or attractive. You will become more of a magnet to both genders if you appear likable. People rely on others for cues about whether or not to talk to someone, so if people like you, you will attract even more people.

Finally, being well-liked boosts your confidence. And that in turn makes you more attractive to people, more persuasive, and more likely to get your way. Confidence enables you to believe in yourself and to win, regardless of what others think. You won't have self-doubt nagging at you, making you hold yourself back. You won't feel guilty or undeserving of winning, so you won't prevent yourself from going after what you want and using Dark Psychology successfully.

You may also want to learn how to become well-liked just to enjoy life more. There might be a person that you want to befriend, or

seduce. Well, this chapter will show you how to gain friends for persuasion purposes and also how to seduce people. You will have the power to make anyone like you by the end of this chapter.

How can you become so well-liked? There are a variety of methods. But you will know how to get even your worst enemies to love you by the end of this book. You just have to believe in your ability to attract people left and right. Shed any negative self-beliefs where you think that you aren't worthy of friends, as this belief alone can cost you friends. Now read on and learn how to attract people to yourself.

How to Make People Like You

Making people like you is easier than you may think. You don't need to build super deep, profound bonds with every person that you meet. You can simply make every person leave his or her interaction with you smiling, and thinking of you in a positive light.

Neuro-Linguistic Programming

NLP is already something that we have touched on. It's pretty cool, isn't it? You can use NLP techniques to get people to like you. The ideas that we explored about mirroring, communication, and breathing are all great ways to get someone to like you.

Making a Great Impression

You want to make a great first impression. Your first impression is how you get someone to like you. First impressions are lasting and often your only chance to get someone to like you. Therefore, you want to make a great one.

You want to start out by being polite. Use your manners. Smile a lot. Make eye contact. These things make you seem like a great, honest person with nothing to hide. People will respect you almost instantly.

But you also want to be bold. Be the first to say hello and to offer a handshake. Introduce yourself to people without waiting for a formal introduction to be made by someone else. This forward behavior makes you seem like a confident go-getter.

You also want to appear like you have your life together. No one wants to befriend a mess. Therefore, you want to be presentable. Practice good hygiene, dress well, keep your hair groomed and in a flattering style – do what you can to look good to others. Mainly, you want to look good to yourself, too, since confidence is key to attracting other people. You don't need to be a knockout bombshell to be at least somewhat attractive to others. Just being pleasant-looking and pleasant-smelling helps you create a good first impression.

Similarities

You want to forge a bond with someone. The best way is to find things in common. You can do this the old school way by asking a series of questions. Or you can be more Dark Psychology 202 about it and observe a person over time, so that you can find what he or she likes and then approach him or her and say, “I noticed that you like yada yada, and so do I!”

Perception

You want to seem incredibly perceptive. People love that. They love getting that eerie spine tingle when you guess something accurately about them. Perceptiveness creates an instant connection that may be totally false, but it means everything to your subject.

You can become more perceptive by making some lucky guesses, things that are likely. This is a common trick employed by fortune tellers. For instance, when someone is down, you can guess, “I can tell that you had a rather rough childhood and that affects you now.” Most people have had rough childhoods. But this person will wonder how you knew, and he will feel that you somehow can see into his soul. He will feel an instant bond with you and will open up to you. Remember, people love those that they can talk to, so you can get someone to like you by being a shoulder to cry on.

Or you can observe someone over a period of time. Use your observant nature to gather clues and information. Then surprise the person by "just knowing things." He or she doesn't need to know that you gathered your clues from conversations and such.

Open Body Language

Being an open person encourages others to want to connect with you. If you are closed off from others, standing alone in the corner with your arms crossed, then people won't find you very approachable or likable. But if you appear open and exude an air of warmth and agreeableness, then others will flock to you.

Start by smiling at people. Open conversations. Be ready to speak to anyone.

Also have an open body language. Uncross your arms and legs so that you appear more open to others. Stand facing others squarely, and don't turn your shoulder or back to people. Don't keep looking at exits or keep your feet pointed toward the nearest door, as these are clear signs that you want to leave.

Be expressive with your face and arms. The more expressive you are, the more open you appear. Your expressions may be totally fake, but they will attract others. People like those with whom they can

connect emotionally.

Don't jiggle around or act nervous, either. Be relaxed and calm. If you appear nervous, it seems like you have something to hide.

Be open in conversation, too. Don't shut people down or try to end conversations hastily. Don't give blunt or monosyllabic replies. Don't frown or seem unruly. While you don't want to seem like a freak by over sharing, you want to be open to speaking about yourself and your emotions. This makes you seem like a genuine friend who wants to connect and share. It will encourage others to share, as well. When you are more open to listening and to speaking to others, you will attract more people.

Speak First and Don't Give Up

Have you noticed how power talkers have the most friends? When you speak first, you create the impression that you are a powerful, confident person with extroverted tendencies. This is a great part of the impression that you want to make. So you want to speak first and speak the loudest. Don't let others interrupt you.

You also want to start speaking first at meetings. This will grab others' attention and make you stand out in their minds.

Focus on Someone

Intense focus is incredibly flattering. When you hone in on someone and give him or her all of your energy, you flatter him or her. You create the sensation that you really care and that he or she is interesting. People love to feel interesting, so you will make him or her feel great. Now people love those who make them feel great, so being flattering will earn you friends.

Cut out distractions when you are talking to someone. Don't even glance at your phone unless it's an emergency. Don't stare off into space or at other people. Just make eye contact and intently focus on the other person. Listen and pay attention to everything that he or she says. Nod your head at intervals and ask questions to indicate your high level of interest.

Seduction at Its Finest

The tips above can also be employed in seduction. The difference is, you want to add a sexual or romantic element when you are seducing someone. You want to use the above techniques but add the techniques in this section.

Pupillometrics

Pupillometrics is essentially using your eyes to create seductive "bedroom eyes." Bedroom eyes are sexy and make the other person

melt. Men are especially weak to bedroom eyes. You can do this by relaxing the skin around your eyes. You can also enlarge your pupils, creating the sense that you are very attracted to your subject. Lower the light in a room to help expand your pupils.

Draw Attention to Yourself

You want to draw attention to yourself. The best way to do this is to emphasize your assets. As a woman, you can bend over, stroke your cleavage, or wear revealing clothing to draw attention to your body. Play with your long hair or purse your lips. As a man, stroke your facial hair, flex your muscles, or show off your bulge with tight pants. You want to draw someone's attention to your sexuality and your body if you want to have sex.

You want to draw more attention to your positive attributes and what you can provide someone if you are trying to go for more than just sex. You might want to show how compassionate you are by drawing attention to your involvement with an animal shelter. Or show how much money you have and what financial support you can provide by showing off your high-end way of life and bragging about your great job.

Just don't overdo it. People are put off by bragging. So you want

to avoid bragging too much. Casually mention great things about yourself. Then ask him or her questions to avoid seeming stuck-up or overly self-involved.

Create an Atmosphere

Atmosphere is a huge part of the seduction process. You want to create a sensual mood and open someone up to the idea of sex. Therefore, you must set the mood by changing your environment. Seducing someone under bright fluorescent lights in a hectic work environment won't work quite as well as seducing him or her in a dimly lit room with candles burning and sensual music playing on the stereo.

Certain places are more suitable than others for seduction. Ideally, you want to get your subject into a romantic environment, such as a nice restaurant or a beautiful spot in Nature. You want to create an inviting and sensual environment to facilitate your seduction.

But sometimes, you have to work with what you have. Home is a great place because you can change it to be more sensual. Lower the lights or use candlelight instead of harsh electric lights. Turn off electronics and play soft music. Use sensual fabrics, like velvet, draped

over your furniture. Burn incense or candles with seductive scents such as vanilla, cherry, or jasmine. You want to create an environment that inspires lust in your subject. A comfortable, gentle, and soft environment that smells good is the best kind of environment.

You also want to minimize distractions and things that aren't very sexy. For instance, you might not have the best luck getting laid if a gross show like *Jackass* is playing on the TV or if you have to keep taking calls for work. You want to cut off the TV, put your phone on silent, and tell people not to bother you. This enables you to focus on the other person and prevent unappealing intrusions on your seduction.

Appeal to His/Her Senses

You want to look and smell good to appeal to the other person. This is why prostitutes wear very revealing outfits, in order to use their skin to put sex onto the minds of potential customers. You don't need to reveal lots of skin, but you should make yourself as visually appealing as possible. Good hygiene is also important, as is wearing quality perfume or cologne. Dress well, wear a flattering haircut, and maintain your facial hair if you have any.

You should also use your voice to appeal to his or her senses.

Women tend to prefer deeper voices, while men prefer higher-pitched voices. Music and other sound can also be used to create a sensual and relaxing environment.

Use touch to stimulate his or her senses. A soft blanket used as a couch throw can stimulate him or her to relax, for instance.

Tease Him/Her

A series of sexual hints is a great way to inject the idea of sex or romance into someone's brain. When you are seducing someone, you want to put on the moves and create a very sexual atmosphere through teasing and hinting. Using subtle moves and looks, you can start to put the idea of sex onto his or her mind.

One trick is to stroke things. Stroke the straw you are drinking through with your thumb and fore finger, or stroke the neck of a beer bottle. Another trick is to use your tongue and gently flick your straw. These moves are very sensual and can inject the idea into his or her mind.

A sensual massage without sex, naked cuddling, and oral sex are fantastic ways to tease someone. If you don't give him or her sex immediately, but provide him or her with sexual pleasure, then you will make him or her want to come back for more. Provide an amazing

time and the promise of more good times to come.

You can also tease him or her with little jokes or jabs. Make sexual references or jokes. Tease him or her by promising sex but never quite delivering. You want to keep your subject on his or her toes.

Use Touch

Gently touching him or her can also heighten the mood. Just subtly place your hand over his or hers during conversation. Gently touch the small of his or her back when you come up, or put your arm around his or her shoulders. Let your hand linger for a minute while making intense eye contact when you first shake his or her hand during an introduction. When you are handing someone something, such as change, let your fingers linger over his or hers. Clasp his or her hand to emphasize a point. Touch her neck while complimenting her necklace, and let your fingers slide down the chain, tickling her skin. Draw your fingers through his or her hair.

Certain areas of the human body are particularly sensitive to touch. These areas include the small of the back, the hands, the feet, the neck, the earlobe, and the underside of the arms. Touching these areas will cause almost immediate arousal.

Physical touch will make him or her want to experience more. It will also create a bond very quickly, and will strengthen sexual attraction. Use touch to cement that bond.

Speak Shamelessly

Being shy is not as attractive as being a shameless bad boy or bad girl. Boldness and directness will often win you way more success in the act of seduction than being demure. You want to be bold and shameless, even a little ribald. You want to create shock in your subject, which will also create sexual attraction. Going after what you want is an appealing quality that will attract others.

It is a great idea to just tell the person that you want to make love to him or her. Of course you want to set this up over time by creating atmosphere. But once he or she is already hooked and can't stop giggling at your jokes, touching themselves, or leaning into you, you can work in explicit details about what you want to do to him or her.

You can also tell dirty jokes and drop sexual innuendos. People might swat at you or call you inappropriate. But you are putting sex onto their minds. They will also love how shameless and dirty you are, even if they pretend not to. Your boldness will be like icing on the cake.

Chapter 10: Create a Foolproof Façade

If you are using Dark Psychology, then you have a dark side. But don't feel bad. All people have a dark side. Some people just suppress that side and don't explore all of the power that it has to offer. You, on the other hand, have decided to explore and even enrich your dark side. Many benefits await you. Human beings are naturally ruthlessly competitive creatures. The only ones who succeed are people who are willing to violate morals and ethics to get to the top. Now that you have decided to do this, you will get to the top, too. You will only fall behind and lose at life if you don't become cut throat and shameless about going after what you want.

But in our society, we have to at least pretend to follow the current social code of morals and ethics. Otherwise, people will judge us harshly and avoid us. They won't be as willing to like you and to help you out. Your Dark Psychology training will no longer work if people start to dislike you and avoid you. Therefore, you must create a façade that totally obscures your dark side. You must hide behind an elaborate and beautiful façade that fools people into liking and trusting you. It is the only way to get away with Dark Psychology.

So how do you create this lovely, warming façade that fools the world? How are you supposed to look to others? How do you hide what you are really up to? How do you make people believe that you mean only the best, and that you are not ruthless and self-serving?

Well, deception is part of it. But so is denial. And so is confidence. You can create a very convincing façade if you blend these three elements into your outward projection of yourself. A façade so convincing that you will have everyone fooled.

Deception

It's OK to lie about yourself and present yourself deceptively if it builds your image. You can use deception to make yourself look good to others. Just make sure that your lies are not blatant. You want to mislead people by making yourself look good, but you don't want to lie and look pathetic should you get found out. Always tell at least most of the truth when you talk about yourself.

Let's say you are on a date. You want to make the best impression but you don't have a great job. You don't want to lie outright about your job as you might get caught. Instead, talk up your job and use words that exaggerate the importance of your position.

Focus on your strengths when you speak about yourself, too. Try

to show off your strengths. Don't show off your weaknesses. Downplay your weaknesses to make yourself look better. The better your outward image is and the more positive of a character you appear to have, the more people will like you. Then you will have better luck with people.

Denial

Denial can help you appear innocent. There are many aspects to denial. You should combine deception and denial in order to fool people into thinking that you are incapable of wrongdoing.

In the chapter on manipulation, we talked about the victim card. This is a good one to play. Deny that you have ever done wrong and pretend to be an innocent victim to justify your actions.

You can also pretend that you didn't know what you did was wrong. You made an honest mistake. Now, you're repenting and consumed with guilt. Deny that you are immoral and pretend to be the grieving sinner. People will feel that you have a good heart, even if you have messed up in the past. They will forgive you and admire you for your brevity.

You can also just flatly deny that you have done what others say about you. Act shocked when you hear stories about yourself. Then tell people some stories of your own to discredit those who talk badly

about you. Deny that you had any involvement in any wrongdoing in the past.

Confidence

Confidence is the key to creating an innocent and believable façade. In fact, confidence is the key to getting others to like you. People are attracted to those who possess healthy confidence and ego. If you project confidence, you will draw people to you. And then your façade will definitely work.

Have you noticed that vain, narcissistic people are usually the most popular and well-liked? This is because they are totally confident and don't let others ruffle their feathers. Basically, they have such thick skins that nothing can stir up their insecurities. They are bold and passionate about who they are and what they want. You need to become this way.

Confidence is not just something that you must possess. You can fake it. Faking it will actually make you confident over time. And you can convince others that you possess lots of confidence, even if you really don't. Start acting confident today. It all lies in body language and speech. If you walk with a straight spine, look people in the eyes, and speak first, you will appear far more confident. You should also

speak very directly and avoid stuttering or being inarticulate. Doing this will make you appear like you have nothing to hide and nothing to be ashamed of, which will inspire trust and admiration in others. This is partly why confidence is so attractive. You may also establish dominance over others by being confident, which gives you that authoritative edge that is so beneficial in persuasion.

You can also take being confident a bit farther. Being cocky may go against your nature and your sense of modesty, but it's really the best way to charm people. Yes, people claim that they are put off by cocky people, yet look who gets the most women or men. Being cocky is not the same as being confident. But it can work for you. Putting on a charmingly cocky façade is a great way to make people feel attracted to you. They won't know why, but they will feel inexplicably drawn to your suave and vain nature. Be sure to brag about yourself, while also complimenting others. Shamelessly talk to people, forcing your nature on them and never taking no for an answer. Don't ever speak doubtfully or belittle yourself.

Confidence also helps you justify what you do to yourself. If you believe that you are a great person who deserves the best and that there is nothing wrong with what you are doing to others, then you won't give away your secret dark side out of guilt, doubt, or hesitation.

You will simply act on your desires boldly and shamelessly. You will think that you are doing nothing, and thus you will act like you are doing nothing wrong. Shockingly, people will believe you more often than not if you act like you are in the right.

Conclusion

Now you have reached the end of *Dark Psychology 202*. Was it what you expected? Whether you realize it or not, you have just read some extremely empowering tips on gaining control over others. Nothing can stop you now. You are destined to get whatever you want from whomever you want.

Other people often pose hurdles to us. They may try to hurt us. They may lie to us, or detect our lies and try to get us in trouble. They may say no to something that you really want or need. But dark psychology allows you to plow through the blockages and hurdles that others create so that you can get anything that you want. You now know how to get your way, no matter what anyone tries to tell you.

You now have a free access card to enter the minds of others. You have the power to plant ideas into others' minds or to persuade people to give you your way. You also have the ability to achieve anything that you want with others. People won't be able to say no to or hide things from you. They will be unable to resist your powers.

Above all, you have power over your enemies. You can destroy

people without going to jail. You can win power wars and make your way up at work. If someone is bullying you, you can end it once and for all, and gain their respect. You can get your way if you are able to shamelessly beat down others and climb to the top.

Best of all, you have the power to befriend or seduce anyone. Imagine what doors you can unlock by knowing the right people. In this world, it's not about what you know, but rather who you know. Knowing the right people is not helpful, however, unless people like you. When people like you, they will do anything for you. You will also create a reputation that makes others like and trust you. When you have this reputation, people won't usually stand in your way. If someone does, well, you now know what to do to work around this difficult person.

If you need to lie, you need to know how to lie without getting caught. Using the tricks contained in Chapter 7, you will be the best liar around. You could even fool an FBI expert who can read liars from a mile away. This means that you will no longer get caught in lies and you can deceive or trick anyone easily.

You can also cover your tracks. You have learned how to be very stealthy and discreet. No one will be able to catch you using dark

psychology. People also won't be able to catch you if you do something wrong. You are the King or Queen of Covert. You can get away with anything.

Knowledge is powerful. Your knowledge of dark psychology is something that most people won't want you to have. You can use this knowledge to become an absolute monster if you so choose. Hopefully, you will use your conscience and avoid employing these methods for evil. Instead, you will use these methods for good. You will become a ninja at getting your way, and you will always have good intentions. You can use these methods to build healthier relationships, bring about organizational change at work, and influence people to do right rather than wrong. You don't have to use them for evil purposes and destroy lives with them. Of course, it is entirely up to you how you use what you have learned in this book.

However you choose to use this knowledge, you now have a lot of power over others. You can get your way in any situation, with any person. You can influence and change people, molding them into your slaves, metaphorically or literally. You can change your life and pave the way to your own success. How you choose to use this power can really affect your karma, so be careful.

Also make sure to always be stealthy. No one likes to be manipulative or controlled mentally and no one will like you if you are a known manipulator. You can lose a lot of people if you reveal your hand. Be extremely stealthy using the methods covered in Chapter 8 and 10. Don't overdo it or use these methods when you don't have to. The less that you employ dark psychology, the less likely you will ever be found out. Hide who you really are and what you are really up to at all times when using dark psychology. Stealth is key to making dark psychology work properly.

Dark psychology is really a last resort. If you can get your way by just asking, then do so. These powerful methods should only be used when you absolutely must use them. Using them too much can make their power wear out. It also opens you up to the risk of being found out. Even if you practice stealth, people will realize that they can't say no to you and they will become scared and start to avoid you. You want to keep these methods in your back pocket and only whip them out when there is no other way. Try other methods first, before you bust out dark psychology.

With these final words of advice, it is time for us to part ways. Thank you for reading. Your life will change forever now that you possess these tools for unlimited power over others. Use this power

wisely and make your life what you want.

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